



The Coaching Connection: A Manager's Guide to Developing Individual Potential in the Context of the Organization

John Hoover, Paul Gorrell

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Coaching has traditionally focused entirely on the individual...sometimes even at the expense of improving measurable business results for the company. Now, *The Coaching Connection* shows managers how they can use contextual coaching to simultaneously promote both individual and organizational growth. The book helps readers align what individual contributors do best with what organizations need most, ensuring everyone involved their highest probability for success.

Readers will find a coaching methodology that takes into consideration factors such as strategy, organizational structure, corporate culture, and company-wide communication. The book includes a 360-degree assessment covering the ten most essential skill sets of well-balanced and effective leaders, as well as systems for measuring and managing talent. This is an essential guidebook for companies seeking to improve their people...and their bottom line results.

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