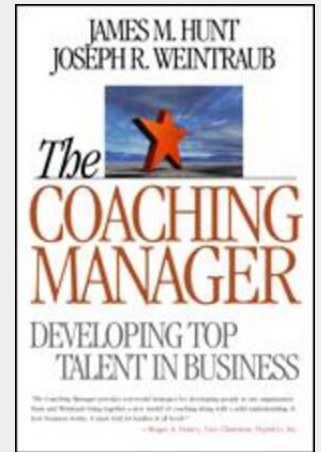


The Coaching Manager

Developing Top Talent in Business

"The Coaching Manager provides real-world strategies for developing people in any organization. Hunt and Weintraub bring together a new model of coaching along with a solid understanding of how business works. A must read for leaders at all levels." --Roger Enrico, former Chairman and CEO of PepsiCo Inc. "Managers and entrepreneurs alike will find The Coaching Manager to be of immense value in learning to coach as well as creating a coaching-friendly environment. Hunt and Weintraub give us an approach to coaching that managers can start using immediately. This book belongs on every manager's bookshelf." --Arthur M. Blank, Co-Founder and Retired Co-Chairman, The Home Depot; Chairman, President, and CEO, Atlanta Falcons "Hunt and Weintraub impart solid insight and advice for developing leadership talent and inspiring performance through an innovative coaching model. The depth of their research and experience with thousands of managers is relevant to any business leader interested in aligning talent with their organization. I have participated in their leadership coach training program and recommend it to all leaders who value, support, and encourage their most precious assets, the employees." --Patricia A. Hickey, R.N. M.S. M.B.A, Vice President, Cardiovascular and Critical Care Services, Children's Hospital, Boston, Mass. "A rich, wonderful resource for all managers wanting to develop the potential of their people. In this one volume, you'll find all the guidance, tools, and examples needed to become a master coach. In a world where the capacity to coach is no longer nice-to-have but a necessity-to-know, this is the book to buy." --Jay A. Conger, Professor, London Business School and author of Building Leaders The Coaching Manager: Developing Top Talent in Business introduces an easy-to-implement developmental coaching model based on the authors' extensive work with thousands of managers, executives, and MBA students. The goal is for managers to help employees learn and be more productive on a day-to-day basis. This model encourages employees to take greater responsibility for their learning and development while forging a helping relationship between manager and employee. Such an approach to management will lighten the emphasis on evaluation and create learning opportunities for all involved. The book includes twenty real-world cases, self-assessment tools, and action checklists to deepen skills and understanding. The Coaching Manager will benefit managers, leaders, and entrepreneurs in business and not-for-profit organizations; those in MBA programs; students in leadership, organizational development, and human resource management; as well as participants in executive training programs.



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