



## 50 Top Tools for Coaching: A Complete Toolkit for Developing and Empowering People

By Gillian Jones, Ro Gorell

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As a coach you need to know how to get the best from people, how to ask insightful questions, and how much support versus challenge you should provide. Most importantly, you need to understand how to enable clients to realize their potential and perform to the best of their abilities. This fully revised third edition of *50 Top Tools for Coaching* is a complete toolkit for every coach offering a broad range of powerful tools and techniques that can be easily applied to a variety of situations. Learn how to assess the needs of your clients, select the right tools to use and deliver coaching with confidence.

*50 Top Tools for Coaching* is a complete resource for both in-house and external coaches, covering all the key areas from the start of an assignment to its finish, including: setting up and managing the coaching relationship; understanding and resolving problems and conflict; increasing your client's confidence and enhancing their performance; communication and influence, and developing a leadership style.

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### Editorial Review

Review

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Praise for previous edition:

This is one of the few books I keep returning to. Whether you are a new coach or an experienced one, there are always things you can learn or remind yourself of how to do better. Gillian and Ro have a wonderful knack of explaining what to do in a practical way as well as sharing the benefits of doing so both for yourself and for the client. A great handbook for every coach's bookshelf.

" (Alex Szabo, COO, Association for Coaching)

"It's great to get different perspectives on coaching. Very often we get stuck in a groove with our clients, so having 50 different ways to shift our thinking can transform situations" (Kate Burton, professional coach and best-selling co-author of *Neuro-Linguistic programming for Dummies* and *Building Self-Confidence for Dummies*)

"I love the fact that I can either dip in to find a suitable tool for a given coaching scenario OR have the option to create a whole coaching process" (Carolyn Trafford, Coach)

About the Author

**Ro Gorell** specializes in performance improvement and talent development, working with a broad range of clients looking to leverage talent and effect change. Ro is an experienced coach with a particular expertise in group coaching. She is the author of *Group Coaching* and co-author of *How to Create a Coaching Culture*, also published by Kogan Page, as well as *Are They On the Right Bus? The 55-Minute Guide to Talent Management*.

**Gillian Jones** is co-Managing Director of Emerge, an organizational and behavioural change consultancy, specializing in coaching culture strategy. Gillian has worked both as an executive coach and consultant for over 15 years, supporting organizations to transform their business and empower teams through creating a coaching culture. She is co-author of *How to Create a Coaching Culture*, also published by Kogan Page.

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**Joanne Starks:**

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#### **Esther Cunningham:**

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