



# Developing High Performance People: The Art Of Coaching

By Barbara Mink, Oscar Mink, Keith Owen

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In today's economy corporations are emphasizing performance improvement over increasing head count. Self-managed work teams, empowerment of employees, and organizational learning all present different challenges for today's manager. How do managers succeed in this environment? A new set of managerial skills is necessary. *Developing High-Performance People* is the only book to address this changing role of the manager. *Developing High-Performance People* should be read by all supervisors and managers; human resources managers; trainers who conduct coaching/counseling courses; and professors in management, human resources, or career counseling—everyone who wants to learn how to build trust and involvement with employees and how to effectively evaluate employee performance. create a high performance environment help workers to deal with barriers to top performance analyze their own level of competency as a coach personalize a performance plan for each employee develop a practical action plan for employee training and development

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