



Coaching Basics

Lisa Haneberg

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Great coaching makes a world of difference. Coaching is one of the quickest and most effective ways to advance the success of an organization. Yet it remains underused and misunderstood, and the term is often used synonymously with corrective counseling, encouragement, or the many helpful tactics in between.

In *Coaching Basics* you'll discover a precise coaching framework along with insights from 40 experienced coaches, including Barry Goldberg and Marshall Goldsmith. This refreshed edition also homes in on what it takes to build influencing skills and introduces new content on microcoaching to highlight practical ways to leverage technology.

Part of ATD's Training Basics series, *Coaching Basics* presents the theory and follows it up with easily applicable techniques, examples, and exercises that will help you perfect essential coaching skills.



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