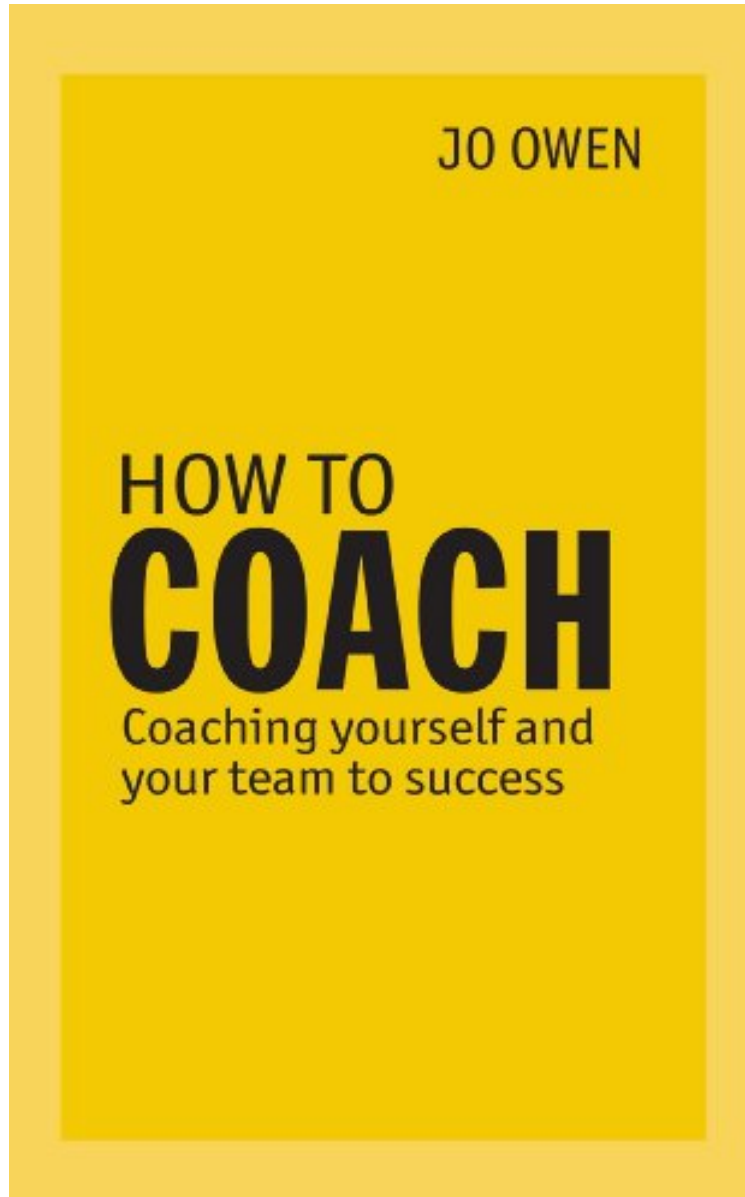


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# How to Coach: Coaching Yourself and Your Team to Success

*Jo Owen*

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From the Back Cover Great managers do more than manage their teams. They coach their teams to top performance. They help everyone get better at what they do, improving productivity, boosting motivation and sharing knowledge and expertise. How to Coach is the essential book for all managers and leaders. It shows you how you can raise both your own performance and that of your team through well-structured, effective coaching that delivers impressive results. In How to Coach: Coaching Yourself and Your Team to Success you'll discover how to: Get the best from your team by making them feel valued, motivated and focussed on success Get the best from yourself by always playing to your strengths Solve the day-to-day problems that all managers face Develop successful coaching discussions for yourself and your team Avoid the typical traps of traditional coaching Deal with other people, politics and your peers About the Author Jo Owen has set up four national charities in the UK, including Teach First - one of the top five graduate recruiters in the country. Jo has built business in Japan, created a bank, was a partner at Accenture and has worked across the world in most industries. A top corporate coach and speaker on leadership, tribes, global teams and influence, his other books include How to Lead, How to Manage, How to Influence and How to Sell.