



# COACHING TOOLKIT

'Coaching is unlocking a person's potential to maximise their own performance. It is helping them to learn rather than teaching them.'

quoted by Sir John Whitmore (2004). "Coaching for Performance, 3rd edition, Nicholas Brealey Publishing

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## LEADERS AND MANAGERS AS COACHES

**This short video explains why coaching is such a powerful tool for leaders and managers.  
(5 mins)**



## COACHING RESULTS

**This online learning from LinkedIn learning will introduce you to three basic types of coaching: to improve performance, develop careers and encourage high performers.  
(60 mins)**



## COACHING 101

**This interactive e-learning course provides an introduction to coaching as a development tool. Using a range of examples, scenarios and challenges, it is the ideal starting point to begin building your coaching skills.  
(60 mins)**



## COACHING SKILLS SELF-ASSESSMENT

**Use this reflective tool to assess your current skills in the four key coaching skills areas.  
(15 mins)**



## THE GROW MODEL

**This article will introduce you to the GROW model - one of the most popular and widely used models of coaching.  
(3 mins)**



## THE SKILL/WILL MATRIX

**This article introduces the skill/will matrix tool to help you assess your coachee and adopt the most appropriate style.  
(5 mins)**

