

Suggested Readings for Additional Information

1. **"Unlocking High Performance: How to Use Performance Management to Engage and Empower Employees to Reach Their Full Potential"** by Jason Lauritsen (2018)

This book provides a new framework for performance management that focuses on employee engagement and empowerment, offering practical tools and strategies to unlock your team's potential.

2. **"The Speed of Trust: The One Thing That Changes Everything"** by Stephen M.R. Covey (2006)

Covey explains how trust is a critical, measurable accelerator to success. The book offers actionable advice on how to build trust within teams and organizations to improve efficiency, productivity, and personal joy.

3. **"Coaching for Performance: Growing Human Potential and Purpose - The Principles and Practice of Coaching and Leadership"** (5th Edition) by John Whitmore (2017)

Introducing the GROW model, Whitmore's book is a cornerstone in the coaching field, emphasizing the power of coaching to improve leadership, decision-making, and performance in the workplace.

4. **"The Coaching Habit: Say Less, Ask More & Change the Way You Lead Forever"** by Michael Bungay Stanier (2016)

This book focuses on seven essential coaching questions to demonstrate how managers can develop coaching methods that produce great results, transforming management habits in the process.

5. **"Drive: The Surprising Truth About What Motivates Us"** by Daniel H. Pink (2009)

Pink examines the three elements of true motivation—autonomy, mastery, and purpose—and how managers can use these to foster a high-performing work environment.

6. **"Leaders Eat Last: Why Some Teams Pull Together and Others Don't"** by Simon Sinek (2014)

Sinek explores how leaders can inspire cooperation, trust, and change within their organizations by creating an environment where people feel safe and valued.

7. **"Fierce Conversations: Achieving Success at Work and in Life One Conversation at a Time"** by Susan Scott (2002)

Scott offers insights into conducting honest and impactful conversations that cut to the heart of any issue, improving relationships and organizational success through effective communication.

8. **"Dare to Lead: Brave Work. Tough Conversations. Whole Hearts."** by Brené Brown (2018)

Brown addresses the critical role of vulnerability in leadership, offering a research-based approach to developing brave leaders and courageous cultures within organizations.

9. **"The Making of a Manager: What to Do When Everyone Looks to You"** by Julie Zhuo (2019)

Zhuo shares her experiences and lessons learned on the journey from being a new manager to a seasoned leader, offering practical advice on leading and coaching teams to success.

These selections cover a broad spectrum of insights and methodologies in leadership and coaching, aiming to equip managers with the knowledge and tools to foster trust, engagement, and high performance within their teams.