

GLOSSARY

Coaching Skills for Leaders and Managers

With Sara Canaday

Use these terms and definitions below to understand concepts taught in the course.

Transcript Search: note that you can search for terms directly within the course. To search video text, switch to the *Transcripts* tab, then press Cmd/Ctrl + F on your keyboard to run a search within the active transcript.

Term	Definition
GROW model	A coaching model that contains four elements—goal, reality, options, and will
leadership coaching	The ability to make other people more successful and guiding them to achieve their full potential
mentoring	High level support and advice based on the wisdom of previous experience
RASCR model	A coaching model that contains five elements—relationship, assessment, challenge, support, and results
training	Helping employees acquire the specific skills needed to complete their job