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## **Shorter and cheaper route to knowledge**

Sir, It's easy to take a swipe at things you don't understand and haven't tried. Readers may be encouraged to take this attitude towards coaching by the vibe one comes away with from Stefan Stern's article ["Coaches pick up the ball dropped by management"](#) (December 11). Yes, much current management is poor, based as it is on outmoded command-and-control ideas that have little relevance to today's economy. I agree with the view that leaders need to do three things: lead, manage and coach (see *Effective Coaching* by Myles Downey).

I have gained hugely from coaching, so much so that some years ago I started using it with clients and colleagues alike, often with transformative effects. To reinforce these skills I am currently completing Coaching Development's excellent 20-day course. This has been the most powerful learning experience of my life – and it's a lot shorter and cheaper than many other routes to knowledge!

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