

# S&P 500 COMPUTER SOFTWARE COMPANY INCREASED THE NUMBER AND QUALITY OF MEANINGFUL MANAGER EMPLOYEE CONVERSATIONS WITH INSIDEOUT DEVELOPMENT.

## CHALLENGES

Problems the organization was attempting to solve by launching a coaching initiative and partnering with InsideOut Development:

### Top purchasing drivers for investing in InsideOut Development:

- Managers were poor listeners and held unproductive conversations
- Managers weren't confident holding difficult conversations that lead to change
- Employees weren't growing or developing

## USE CASE

InsideOut Development tools and products the profiled organization uses:

- InsideOut Coaching In-Person Workshop
- InsideOut Coaching Virtual Instructor-Led Training (VILT)  
How the organization has implemented InsideOut Coaching: "We have members of my team certified to deliver the InsideOut Coaching workshop. Where we don't have a certified facilitator, we are working to leverage the virtual option from InsideOut Development."

## Company Profile

Company:

**Computer Software Company**

Company Size:

**S&P 500**

Industry:

**Computer Software**

## About InsideOut Development

InsideOut Development turns managers into leaders by making it easy to have effective coaching conversations that develop and focus people. Their coaching framework empowers coaches to align teams and spark ownership of outcomes.

### Learn More:

 [InsideOut Development](#)

“ InsideOut Coaching and the GROW Model help my team navigate difficult decisions and adapt to changing environments. ”

## RESULTS

### The surveyed company achieved the following results with InsideOut Development:

Key benefits realized since working with InsideOut Development:

