GLOBAL 500 CHEMICALS COMPANY IMPROVED THEIR TEAMS' SPECIFIC **PERFORMANCE METRICS BY 75%** WITH INSIDEOUT DEVELOPMENT

CHALLENGES

The business challenges that led the profiled company to evaluate and ultimately select InsideOut Development:

Top purchasing drivers for investing in InsideOut Development:

- More effective coaching by managers and leaders
- More effective cross-functional communication
- Greater performance and communication through coaching conversations
- Better success in building a coaching culture
- Creating a shared language for performance improvement

USE CASE

The key features and functionalities of InsideOut Development that the surveyed company uses:

Departments that utilize InsideOut

Development methodologies/programs:

- Sales
- Accounting
- IT
- Marketing
- Customer Service
- Executive/Leadership Team
- Customer Success
- All department people leaders
- Manufacturing Line

How they measure coaching success at their organization:

- IImproved work culture
- Improved managerial confidence
- Decreased turnover
- Increased 1:1 consistency

Company **Profile**

Company:

Chemicals Company

Company Size:

Global 500

Chemicals

Industry:

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

Learn More:

InsideOut Development

THE OFFICIAL

HOME OF

COACHING

InsideOut Development] helped us create a coaching culture of development and process improvement across all business areas.

RESULTS

The surveyed organization achieved the following results with InsideOut Development:

Key benefits realized since working with InsideOut Development:

Realized an impact immediately after implementing InsideOut Coaching.



Agree that InsideOut Development is easily adaptable and delivers exceptional customer service to meet their organization's needs.

Improved quality of performance management conversations

Greater employee growth and development

managers and supervisors leading difficult conversations

Improved comfort levels among

Improvement realized in the following areas since working with InsideOut Development:

- Specific team performance metrics: more than 75%
- Manager-employee conversations: more than 75%

Improved employee engagement/satisfaction