

A GLOBAL 500 COMPUTER HARDWARE COMPANY USES INSIDEOUT DEVELOPMENT TO INCREASE COACHING CONFIDENCE

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
- Greater performance and communication through coaching conversations
- Better success in building a coaching culture
- Creating a shared language for performance improvement
- Implementation of a coaching mindset to drive performance/bench strength/engagement

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 Success
- Customer Service
- The course is not for any specific group but for all department leads, supervisors, managers and directors.

How they measure coaching success at their organization:

- Improved managerial confidence

Company Profile

Company:

Computer Hardware Company

Company Size:


Global 500

Industry:

Computer Hardware

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

“ The participants who attend the course have more **confidence in wanting to coach**. Many of them had a hard time on how to open and conduct conversations. ”

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



Increased number of meaningful conversations between managers and employees



Improved quality of performance management conversations



Strongly agree that InsideOut Development is easily adaptable and delivers exceptional customer service to meet their organization's needs. *Representatives say InsideOut Development's coaching approach and tools are easy to apply.

Improved comfort levels among managers and supervisors leading difficult conversations



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

- Employee engagement
- Retention
- Specific team performance metrics
- Internal promotions
- Manager-employee conversations