

LARGE ENTERPRISE RETAIL COMPANY INCREASED THE “PROMOTABILITY” OF THEIR EMPLOYEES WITH INSIDEOUT COACHING

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 consistent and meaningful career development dialogue
- 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
- Executive/Leadership Team
- Customer Service

How they measure coaching success at their organization:

- Improved employee satisfaction
- Increased employee engagement survey scores

Company Profile

Company:

Retail Company

Company Size:

Large Enterprise

Industry:

Retail

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 Development’s coaching model and tools drive key performance metrics for my team. ”

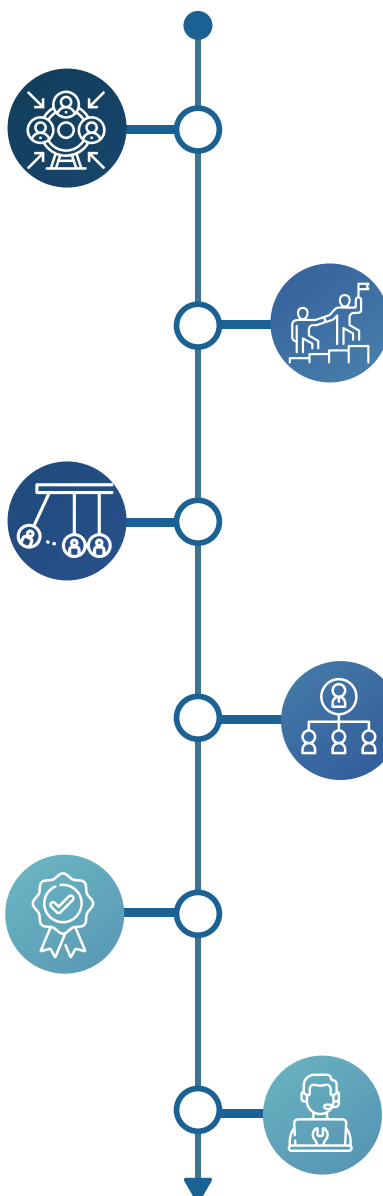
RESULTS

The surveyed company achieved the following results with InsideOut Development:

Key benefits realized since working with InsideOut Development:



Realized an impact within the first few weeks after implementing InsideOut Coaching.



Increased number of meaningful conversations between managers and employees

Increased goal achievement

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

- Employee engagement: 25-50%
- Retention: 0-25%
- Specific team performance metrics: 0-25%
- Internal promotions: 25-50%
- Manager-employee conversations: 25-50%

Increased number of meaningful conversations between managers and employees

Strongly agree that InsideOut Development is easily adaptable and delivers exceptional customer service to meet their organization’s needs.