

INSIDEOUT COACHING INCREASED EMPLOYEE OWNERSHIP OF OUTCOMES AND INDEPENDENT DECISION-MAKING FOR THIS MID-SIZED ENTERPRISE RETAIL COMPANY

CHALLENGES

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

Top purchasing drivers for investing in InsideOut Development:

- Greater performance and communication through coaching conversations
- Better success in building a coaching culture
- Better alignment between senior leaders
- 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:

- Executive/Leadership Team
- All managers throughout organization

How they measure coaching success at their organization:

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

Company Profile

Company:

Retail Company

Company Size:

Medium 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:

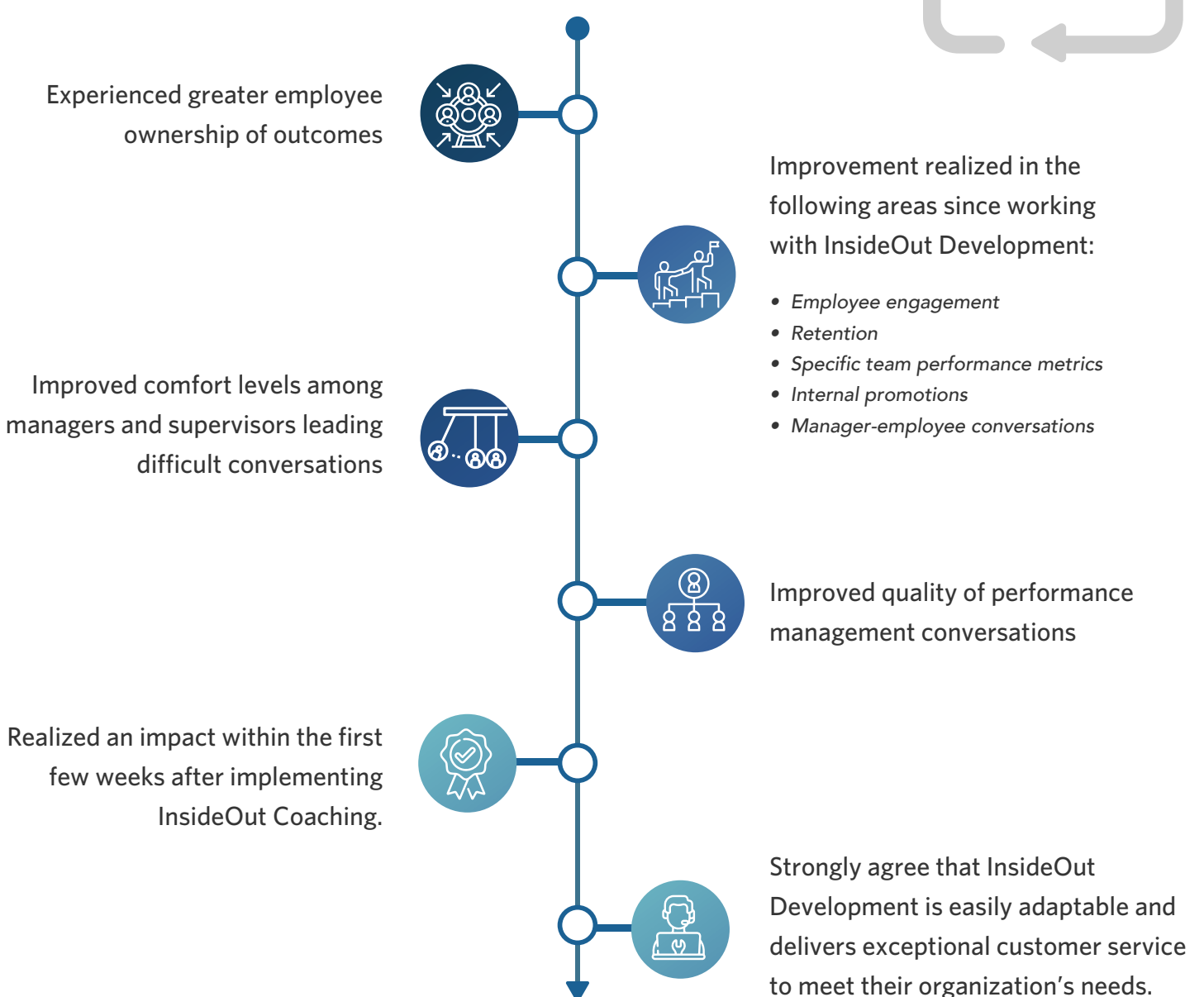
 [InsideOut Development](#)

“ I love facilitating the InsideOut Development workshops! It is so inspiring to see how attendees apply the tools to real-world situations in the classroom, then to follow-up and see the positive results they’ve achieved. Our organization is slow to change, but I’m seeing positive growth and am encouraging leaders to use the InsideOut tools. ”

RESULTS

The surveyed company achieved the following results with InsideOut Development:

Key benefits realized since working with InsideOut Development:



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

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

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.