

A MEDIUM ENTERPRISE RETAIL COMPANY IS SEEING INSIDEOUT COACHING CHANGE THE NATURE OF CONVERSATIONS

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
- 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:

- Leaders across the organization who lead other leaders

How they measure coaching success at their organization:

- Decreased turnover
- Increased employee engagement survey scores
- More specific business objectives

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](#)

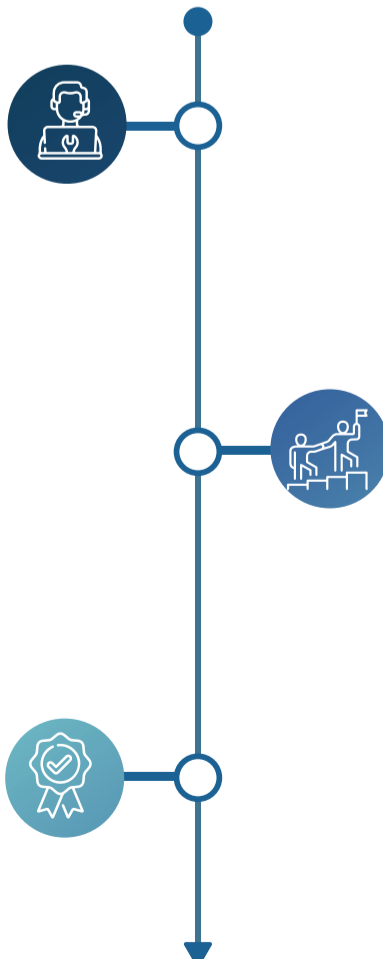
“ Inside Out Coaching provides leaders with a solid foundation in coaching skills to help them change the nature of their coaching conversations and bring out the potential in their team. The resources help reinforce their new learned behaviors in an easy to use way. The entire approach is designed to not just increase knowledge, but to really promote behavioral change - in one day. ”

RESULTS

The surveyed company achieved the following results with InsideOut Development:

Key benefits realized since working with InsideOut Development:

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



Realized an impact within the first year after implementing InsideOut Coaching.

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

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

