

# OMNI CABLE CORPORATION USES INSIDEOUT DEVELOPMENT'S GROW MODEL TO MAKE IMPORTANT DECISIONS.

## CHALLENGES

The business challenges that led Omni Cable Corporation 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
- 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
- Direct impact to bottom-line business objectives

## USE CASE

The key features and functionalities of InsideOut Development that Omni Cable Corporation uses:

### Departments that utilize InsideOut

### Development methodologies/programs:

- Sales
- Accounting
- Marketing
- Executive/Leadership Team
- Distribution Centers

### How they measure coaching success at their organization:

- Improved managerial confidence
- More specific business objectives

## Company Profile

Company:

**Omni Cable Corporation**

Company Size:

**Medium Enterprise**

Industry:

**Electronics**

## 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](#)



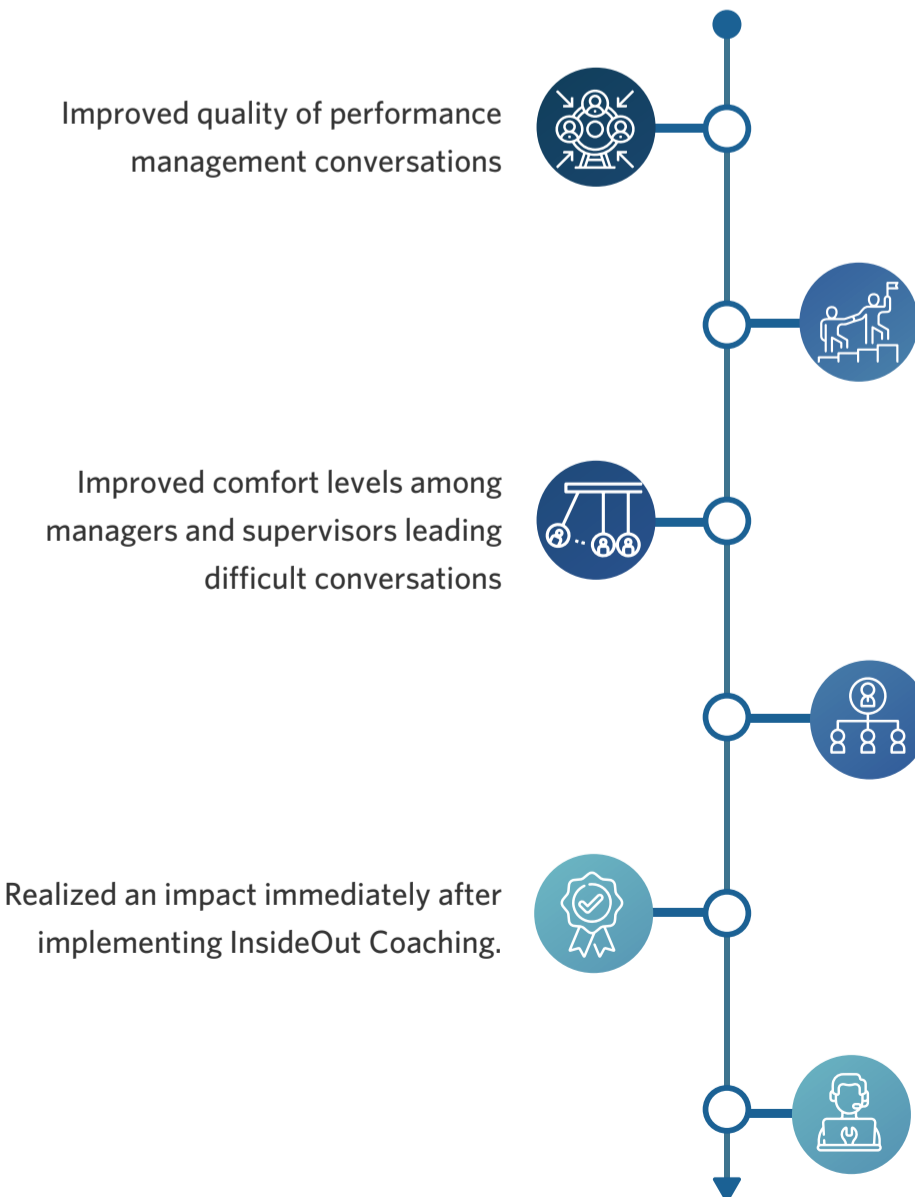
I have used InsideOut Coaching in two organizations and I believe in it. The training is practical and the tools are realistic. We have successfully implemented the InsideOut mindset in our current organization and use GROW multiple times a day to make big and small decisions.



## RESULTS

### Omni Cable Corporation 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: 0-25%
- Retention: 25-50%
- Specific team performance metrics: 50-75%
- Internal promotions: 0-25%
- Manager-employee conversations: more than 75%

Improved comfort levels among managers and supervisors leading difficult conversations

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