

# ARKEMA USED INSIDEOUT COACHING TO INCREASE MANAGER/EMPLOYEE ALIGNMENT AND PERFORMANCE.

## CHALLENGES

The business challenges that led Arkema to evaluate and ultimately select InsideOut Development:

### Top purchasing drivers for investing in InsideOut Development:

- More effective coaching by managers and leaders
- 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 Arkema uses:

### Departments that utilize InsideOut

### Development methodologies/programs:

- Sales
- Accounting
- IT
- Marketing
- Customer Success
- Executive/Leadership Team
- Customer Service
- Manufacturing Line
- Human Resources

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

- Improved work culture
- Improved managerial confidence
- Increased employee engagement survey scores

## Company Profile

Company:

**Arkema**

Company Size:

**Large Enterprise**

Industry:

**Chemicals**

## 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](#)

“Introducing and utilizing the InsideOut Coaching model and resources has enabled our organization to develop a common language and approach, which has translated into an **increase in effective coaching conversations** and higher levels of manager/employee alignment and performance.”

## RESULTS

### Arkema achieved the following results with InsideOut Development:

Key benefits realized since working with InsideOut Development:



Improved comfort levels among managers and supervisors leading difficult conversations

Increased number of meaningful conversations between managers and employees

Improved employee engagement/satisfaction

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

*\*They found that InsideOut's coaching approach and tools are easy to apply.*



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

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

Found InsideOut Development's coaching approach and tools are easy to apply.

Arkema realized an impact on their performance metrics within the first few weeks after implementing InsideOut Coaching.