

# A CONSUMER PRODUCTS COMPANY IMPLEMENTED INSIDEOUT DEVELOPMENT ORGANIZATION-WIDE AND SAW SIGNIFICANT IMPROVEMENT IN PERFORMANCE MANAGEMENT

## CHALLENGES

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

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

- More effective coaching by managers and leaders
- Greater performance and communication through coaching conversations
- 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
- Manufacturing Line
- HR
- Engineering

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

- Improved employee satisfaction
- Increased employee engagement survey scores
- Improved performance management efforts (such as decreased PIP due to early coaching on development)

## Company Profile

Company:

**Computer Enterprise**

Company Size:

**Large Enterprise**

Industry:

**Computer Services**

## 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](#)

“ Affords us the ability to deploy a **meaningful and valuable coaching approach** in our customer environment while upleveling the coaches ability to be relevant for the coachee. ”

## RESULTS

The surveyed company achieved the following results with InsideOut Development:



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



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



Increased number of meaningful conversations between managers and employees



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



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

Improved comfort levels among managers and supervisors leading difficult conversations

