

# FEDERAL GOVERNMENT AGENCY USES INSIDEOUT DEVELOPMENT TO INCREASE MANAGER CONFIDENCE IN HOLDING DIFFICULT 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:

- Greater performance and communication through coaching conversations
- More effective cross-functional communication
- More consistent and meaningful career development dialogue
- More effective coaching by managers and leaders
- Better success in building a coaching culture
- Better alignment between senior leaders
- 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 the surveyed company uses:

### Departments that utilize InsideOut

### Development methodologies/programs:

- Executive/Leadership Team

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

- Improved employee satisfaction
- Improved managerial confidence
- Increased employee engagement survey scores

## Company Profile

Company:

**Government Agency**

Company Size:

**Federal**

Industry:

**Government**

## 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](#)

“ InsideOut Development’s coaching model and tools drive **key performance metrics** for my team. ”

## RESULTS

The surveyed organization achieved the following results with InsideOut Development:

### Key benefits realized since working with InsideOut Development:

