

A FORTUNE 500 AEROSPACE & DEFENSE COMPANY USES INSIDEOUT COACHING TO FOSTER OWNERSHIP OF OUTCOMES

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
- 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

USE CASE

The key features and functionalities of InsideOut Development that the surveyed company uses:

Departments that utilize InsideOut

Development methodologies/programs:

- IT
- Executive/Leadership Team
- Customer Service
- Manufacturing Line
- HR
- Engineering
- Finance

Company Profile

Company:

Fortune 500 Aerospace

Company Size:

Fortune 500

Industry:

Aerospace & Defense

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 has provided our leaders with a framework for having important conversations with each other and their team members. ”

RESULTS

The surveyed organization achieved the following results with InsideOut Development:

Key benefits realized since working with InsideOut Development:



Improved employee engagement/satisfaction



Agree that InsideOut Development is easily adaptable and delivers exceptional customer service to meet their organization’s needs. Representatives found that InsideOut Development’s coaching approach and tools are easy to apply.

Increased number of meaningful conversations between managers and employees



Greater employee ownership of outcomes

Improved quality of performance management conversations



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

- Employee engagement: 25-50%
- Retention: 25-50%
- Specific team performance metrics: 25-50%
- Internal promotions: 25-50%
- Manager-employee conversations: 25-50%

Realized an impact within the first few weeks after implementing InsideOut Coaching.

