

W.W. GRAINGER IS NORTH AMERICA'S LARGEST DISTRIBUTOR OF MAINTENANCE, REPAIR, AND OPERATING PRODUCTS.

CHALLENGES

The business challenges that led W.W. Grainger, Inc to evaluate and ultimately select InsideOut Development:

Top purchasing drivers for investing in InsideOut Development:

- Leaders understanding the expectations in their roles as coaches.
- Communications skills that drive more effective coaching conversations.
- A simple, systematic, time-saving coaching process.
- Concepts and skills to create a safe and trusting environment.
- Knowledge, skills, and tools to grow and sustain high-performing teams.

USE CASE

The Leader as Coach program consists of five modules:

- Module 1: The Role of the Leader as Coach
- Module 2: Effective Interpersonal Communications
- Module 3: Coaching for Performance
- Module 4: Partnering for Results
- Module 5: Effective Teamwork

Company Profile

Company:

W.W. Grainger, Inc.

Company Size:

Large Enterprise

Industry:

Industrial Supply Distributor

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 is easily adaptable and delivers exceptional customer service to meet my organization's needs.

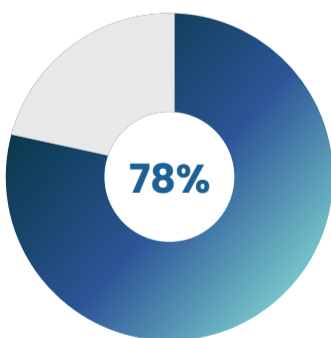


RESULTS

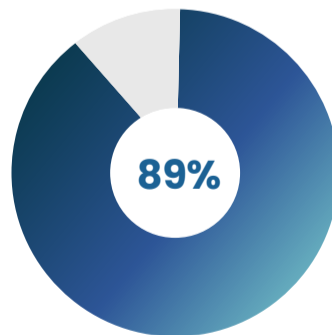
Over 1,900 Grainger leaders around the world have participated in the 10-day interactive, leader, and instructor-led curriculum. Not only have existing leaders participated but new managers participate within their first 6 to 12 months on the job.



Findings showed the curriculum successfully transferred knowledge and skills that were immediately useful on the job:



78% of respondents said the training helped them better understand expectations around coaching and teaching.



89% of respondents noted they were able to apply what they learned in the training within one month.

By completing at least one module of the Leader as Coach program, 54.9% of participants are able to apply training within 1 week, totaling 96.6% of participants within 6 weeks.

