HILTI

HILTI CORP. USES INSIDEOUT COACHING TO ENGAGE EMPLOYEES IN MEANINGFUL CONVERSATIONS

CHALLENGES

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

Top purchasing drivers for investing in InsideOut Development:

- More effective coaching by managers and leaders
- More effective cross-functional communication
- Greater performance and communication through coaching conversations
- Better success in building a coaching culture
- Better alignment between senior leaders
- Creating a shared language for performance improvement

USE CASE

The key features and functionalities of InsideOut Development that Hilti Corp. uses:

Departments that utilize InsideOut Development methodologies/programs:

- Sales
- Customer Success
- Executive/Leadership Team
- Customer Service

How they measure coaching success at their organization:

- Improved employee satisfaction
- Increased 1:1 consistency
- More specific business objectives

Company Profile

Company:

Hilti Corp.

Company Size:

Large Enterprise

Industry:

Industrial Manufacturing

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.
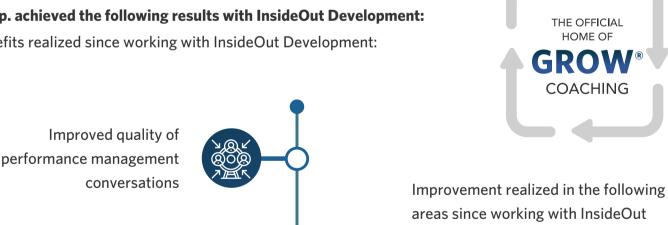
Learn More:
InsideOut Development

> " InsideOut Development provides a tool that can be used during "in the moment" conversations, as well as planned conversations. This allows our front line managers to have better engaged discussions with their people. "

RESULTS

Hilti Corp. achieved the following results with InsideOut Development:

Key benefits realized since working with InsideOut Development:

THE OFFICIAL HOME OF
GROW® COACHING

Improved quality of performance management conversations

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

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

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: 50-75%*

Improved comfort levels among managers and supervisors leading difficult conversations

Increased number of meaningful conversations between managers and employees

InsideOut DEVELOPMENT™