

# INSIDEOUT COACHING IMPACTED BOTH BOTTOM-LINE SALES METRICS AND EMPLOYEE DEVELOPMENT METRICS FOR A FORTUNE 500 MANUFACTURING COMPANY

## 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
- Greater performance and communication through coaching conversations
- Better success in building a coaching culture
- 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:

- Sales
- Manufacturing Line

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

- Improved employee satisfaction
- Decreased turnover
- Increased employee engagement survey scores
- Increased 1:1 consistency
- Increased employee engagement survey scores

## Company Profile

Company:

**Manufacturing Company**

Company Size:

**Fortune 500**

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 offers] an easy to use product— impactful, based on solid research around what works. ”

## RESULTS

The surveyed organization achieved the following results with InsideOut Development:

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

Realized an impact within the first 1-3 months after implementing InsideOut Coaching.



Experienced faster and more accurate decision-making



Experienced faster and more accurate decision-making



Increased number of meaningful conversations between managers and employees



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

Experienced greater employee growth and development



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

- Employee engagement
- Retention
- Internal promotions
- Manager-employee conversations