INSIDEOUT DEVELOPMENT CASE STUDY

OMNI CABLE CORPORATION USES INSIDEOUT DEVELOPMENT'S GROW MODEL TO MAKE IMPORTANT DECISIONS

CHALLENGES

The business challenges that led 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
- Creating a shared language for performance improvement
- 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 METHODOLOGIES/PROGRAMS:

- Accounting
- Customer Service
- Distribution Centers
- Executive/Leadership Team
- Marketing
- Sales

HOW THEY MEASURE COACHING SUCCESS AT THEIR ORGANIZATION:

- Improved managerial confidence
- More specific business objectives

COMPANY PROFILE

COMPANY:

Omni Cable Corporation

COMPANY SIZE:

Medium Enterprise

INDUSTRY:

Electronics

ABOUT INSIDEOUT DEVELOPMENT

InsideOut Development helps leaders become coaches by equipping them with simple, impactful coaching tools that drive performance. Through our proven framework, we empower leaders to foster meaningful conversations that develop people, ignite accountability, and align teams toward achieving exceptional results.

Learn More:

InsideOut Development

> **I HAVE USED INSIDEOUT COACHING IN TWO ORGANIZATIONS AND I BELIEVE IN IT. THE TRAINING IS PRACTICAL AND THE TOOLS ARE REALISTIC. WE HAVE SUCCESSFULLY IMPLEMENTED THE MINDSET IN OUR CURRENT ORGANIZATION AND USE GROW MULTIPLE TIMES A DAY TO MAKE BIGAND SMALL DECISIONS.**

RESULTS

The surveyed company achieved the following results with InsideOut Development:
Key benefits realized since working with InsideOut Development:

Realized an impact immediately after implementing InsideOut Coaching

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

Improved comfort levels among managers and supervisors leading difficult conversations

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

- Employee engagement: 0-25%
- Retention: 25-50%
- Specific team performance metrics: 50-75%
- Internal promotions: 0-25%
- Manager-employee conversations: more than 75%

Improved quality of performance management conversations

At InsideOut Development, we believe lasting change can start with a single conversation. By empowering leaders and teams with the tools to unlock potential, drive performance, and foster a coaching culture, we help organizations transform from the inside out. As this case study demonstrates, the impact of effective coaching isn't just about better results—it's about creating a workplace where people thrive. Because when conversations change, everything changes.

INSIDEOUT DEVELOPMENT – CHANGING THE WORLD ONE CONVERSATION AT A TIME.

Start the Conversation