INSIDEOUT COACHING INCREASED EMPLOYEE OWNERSHIP OF OUTCOMES AND INDEPENDENT DECISION-MAKING FOR THIS MID-SIZED ENTERPRISE RETAIL COMPANY

CHALLENGES

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

Top purchasing drivers for investing in InsideOut Development:

- Creating a shared language for performance improvement
- Greater performance and communication through coaching conversations
- Better success in building a coaching culture
- Better alignment between senior leaders

USE CASE

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

DEPARTMENTS METHODOLOGIES/PROGRAMS:

- All managers throughout organization
- Executive/Leadership Team

HOW THEY MEASURE COACHING SUCCESS AT THEIR ORGANIZATION:

- Improved work culture
- Improved managerial confidence
- Decreased turnover
- Increased 1:1 consistency

COMPANY PROFILE

COMPANY:

Retail Company

COMPANY SIZE:

Medium Enterprise

INDUSTRY:

Retail

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

“INSIDEOUT DEVELOPMENT’S COACHING MODEL AND TOOLS DRIVE KEY PERFORMANCE METRICS FOR MY TEAM.”

RESULTS

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

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.

Improved quality of performance management conversations

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

- Employee engagement
- Retention
- Specific team performance metrics
- Internal promotions
- Manager-employee conversations

Improved comfort levels among managers and supervisors leading difficult conversations

Experienced greater employee ownership of outcomes

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