

CASE STUDY

PHARMACEUTICAL
MEMBER BASED ORGANISATION
FINANCIAL RESULTS
TEAM COACHING



"For the first time in nine years, strong financial results were recorded"

THE CHALLENGE

The Australian affiliate of a multinational pharmaceutical corporation had four managing directors in five years, causing the business to experience instability and leading to under-par financial results.

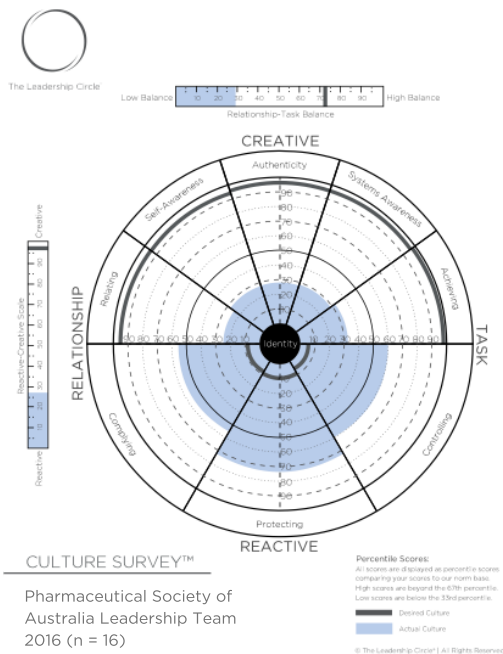
The current MD partnered with The Leadership Circle to set a new, clearer direction and to establish a sense of collective leadership and improved organisational performance.

THE APPROACH

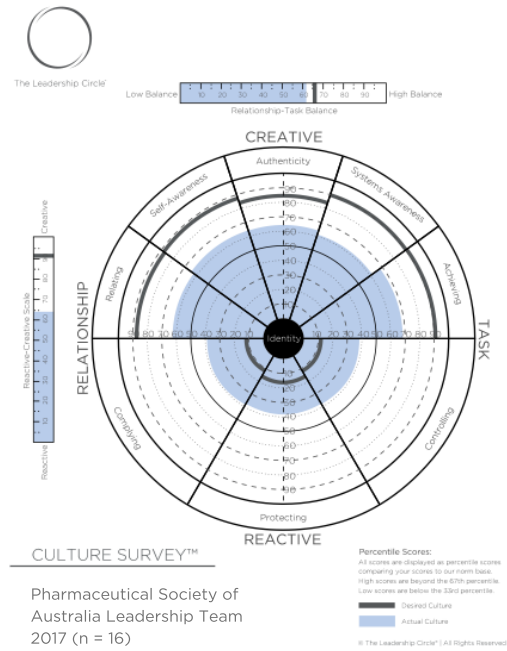
The company's leaders underwent The Leadership Circle Profile over an 18-month period, with team and individual coaching interventions. The focus on building internal capability through Leadership Circle accreditation allowed their learnings to be cascaded internally beyond the initial intervention.

THE IMPACT

For the first time in nine years, this corporation recorded strong financial results. Its internal engagement scores also improved, with several notable innovation projects launched.



BEFORE



AFTER

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