

# Leadership Development and Coaching

## Case Study

## Building Executive Presence and Strategic Thinking Skills

---

### Coachee

Regional Head of one of the biggest players in the high-end medical diagnostic equipment manufacturing organization.

### Challenge Articulated

Basic Issues highlighted were executive presence, tendency to do the work rather than get the work done and not being able to think strategically.

### Challenge Identified Through Coaching

Lack of confidence and ability to step back.

### Outcome

Increased awareness, communication skills and capability to transition work to next in-line. This led to the coachee having more time to think strategically and be a more effective leader. He was promoted to handle the business for multiple regions.