



## Executive Coaching Case Study: Ben Capper

### A. Addressing your Challenges:

#### 1. What were 3 frustrations that you faced?

Understanding peoples different views - HBDI

Time Management

Concentrate on my Role and KRA's

#### 2. Give me an example of a frustration:

- Why is this person saying or thinking that? Do I say something?
- Getting bogged down with stuff outside my role.

#### 3. What else did you try before using MBM Executive Coaching?

N/A

### B.

#### The Solution:

#### 4. What are the top 3 features you liked about MBM Executive Coaching?

1. Challenging
2. Friendly
3. Advice always available

#### 5. Give me an example of a problem that has now been solved through MBM Executive Coaching:

- I am able to prioritise my jobs better.
- Understanding other people's views, even if I don't agree.

#### 6. Describe MBM Executive coaching:

I have found MBM coaching to be informal yet professional, you have to commit, no chance of just 'muddling 'through.

### C. Showing Results:

#### 7. What specific problems did the problems did the MBM Category Planning address?

- Time Management - Huge Improvement
- Not always having a structured plan when negotiating

#### 8. Why would you recommend MBM Executive coaching?

Darren clearly has a wealth of knowledge, so anyone can learn and benefit from him and his team.

#### 9. Who should use MBM Executive coaching?

Anyone who wants to learn, form beginner to expert, his coaching can be structured so different goals and levels can be reached. It can be tailored to the individual.

#### 10. How would you describe a financial benefit of MBM Executive coaching?

My role means I liaise with different characters on a daily basis, both inside the company and also our customers. The conversations I have with these people have a direct financial influence on our company, so the more trained and confident I am means potential financial benefits to be had,

**Do you wish to increase profits by *Negotiating better?* Get more done with *better Time Management?* Identify better category opportunities with more *effective Category Management?* Found out how our *Executive Coaching* can help you.**