



IBM Hursley



IBM Hursley is a leading software development laboratory with its main office based in the UK (with around 1500 staff), and management responsibility for other developers working globally in locations such as China, India, Germany and the U.S. They produce the “middleware software” for IBM’s systems e.g. CICS, MQ, WebSphere, SOA, upon which end user’s applications are built and run.



We have been working closely with IBM over a number of years. We have helped them to build their business strategy and develop their key people, succession plan and high performing teams. This has been achieved through 1:1 coaching, facilitation of senior team meetings, the design and delivery of a number of Management development training programmes.

“DPL’s coaching has helped myself and a number of my Key Executives to develop their leadership skills and performance and to prepare and support them as they have taken on bigger roles in the IBM Global Software business.”

Graham Spittle - IBM Vice President

Our coaching Model



www.developingpeople.co.uk

Our work provided clear benefits to the business in terms of:

- ◆ Helping the business to grow IBM Hursley’s global role and mission significantly.
- ◆ Enabled Global Software to become the fastest growing, most profitable division of IBM.
- ◆ Developing executives to “grow” into their bigger roles (some of whom have been promoted further).

