

Top DMs focus on skill development

In a recent analysis, Echelon identified distinct difference between Managerial Focus in the FCRs of top-performing DMs and their average-performing peers.

Our analysis of more than 375 coaching conversations found that **top DMs are 63% more likely to coach to skills.**

In contrast, lower-performing DMs spent most of their time and energy coaching to “the numbers.”

What are your DMs focused on?

63%

