

EXECUTIVE OVERVIEW

Field Capability Health Check

See whether your development ecosystem is building capability, or simply recording activity.



From development activity to field performance

Most organizations can measure training completed, coaching sessions conducted and assessments undertaken. Far fewer can confidently determine whether those activities are building capability, changing behaviors and improving the quality of HCP interactions, or where investment should be focused next.

The Field Capability Health Check provides an independent, evidence-based assessment of how effectively your organization builds and sustains field capability.

What the Health Check evaluates

Capability strategy & expectations

Clear expectations, competency models and aligned assessment.

Learning, practice & application

How learning translates into confident, real-world behavior.

Manager coaching effectiveness

Quality, consistency, preparation, documentation and follow-up.

Reinforcement & development

Actions, feedback and learning integration that sustain change.

Leadership intelligence

Visibility, benchmarking, prioritization and decision-making insight.

What leadership receives

- A clear view of strengths, gaps and inconsistencies
- An evidence-based executive report
- Prioritized recommendations for the next 6–12 months
- Direction on where to focus time, effort and investment

The result

A practical, leadership-level roadmap for strengthening field capability and performance.

Start with a 15–30 minute discovery call

We will explain the methodology, review the assessment areas and scoring approach, outline the information required, and show you the outputs. There is no cost or obligation following the meeting.