

# Performance Solutions That Perform

In this highly interactive presentation, Jim Hopkins utilizes issues that participants are facing in their organizations to identify causes that are preventing optimal performance. Participants will learn the questioning and listening skills necessary to uncover the causes and then match appropriate solutions.

## Key issues covered include:

- Listening with Our Ears Open and Our Mouths Closed
- What is Happening versus What needs to Happen
- Training Doesn't Fix Everything
- What are the other 12 Performance Causes?

Jim approaches the issue of performance consulting from an experiential standpoint, and provides participants with immediate opportunities to practice. Whereas other programs on performance consulting explain the concepts, Jim enables participants to take these techniques and implement them within their organizations to see immediate results.

**Value to Participants:** Participants will leave with the ability to identify issues and match performance solutions to fix issues back at work. They will also be able to explain to others within their organizations how to dig deeper before jumping to conclusions. Participants are also given a list of causes and solutions to performance problems as a daily reference of the techniques covered during the presentation.

**Length of Session:** 2-3 hours

**Speaker Fee:** Negotiable

**Materials Fee:** \$10 per participant

**Biography:** Jim Hopkins, a former CLO, is the President of JK Hopkins Consulting, a training consulting firm that focuses on Building Leaders and Empowering People through the applications of performance learning solutions. Jim has been working with organizations for 18 years that want to concentrate on the strategic aspect of the learning function and he partners with companies that want to increase productivity and retention efforts of their staff participants.

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*Building Leaders & Empowering Employees*