

# Successfully Communicate So Others Perform

In this highly interactive presentation, Jim Hopkins uses content from workplace behaviors identified in the Social Style model, so participants begin to realize the pluses and minuses that everyone and every style brings to the work environment. Learning how to identify and manage these behaviors is key to increasing personal productivity.

## Key issues covered include:

- Knowing Yourself & Controlling Your Behaviors
- Learning What Motivates Others
- Doing for Others so Results are Produced
- Measuring Your Effectiveness

Jim approaches the issue of Social Style communication from an experiential standpoint, and provides participants with the necessary information to identify their own preferred workplace behaviors. Whereas other programs on style communications explain the research behind the data, Jim focuses participants on the results of effectively managing these behaviors.

**Value to Participants:** Participants will leave with a better understanding of themselves, and the ability to make simple changes that can have big impacts on personal productivity. These easy to understand concepts can then be explained to staff within their organizations. Participants will also be given job aides to remind them of the things they need to do for others to produce better results.

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

**Speaker Fee:** Negotiable

**Materials Fee:** \$10 per participant [For an additional cost of about \$25 per participant, a Social Style Self-Rater can be used to reinforce the validity of this session content.]

**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*