



Workshop Overview

Networking has become one of the primary ways that businesses, particularly small enterprises, develop their client, customer and contact base. This course will teach you the skills of the best networkers, and help you adapt these to suit your personal style, to build rapport and encourage networking relationships.



Benefits

This course will help you build a network of key contacts to open up new sources of information and influence. You will gain the confidence to network naturally and comfortably wherever you might be using practical ways to overcome feelings of awkwardness or discomfort.

Outcomes & Content

- ✓ Reflect on the state of your current network
- ✓ Are there enough high-profile connections?
- ✓ Using networking strategy to achieve outcomes
- ✓ Improve your skills
- ✓ Know the skills of the best networkers
- ✓ Understand how they do it
- ✓ Understand networking behaviours
- ✓ Use body language to build rapport
- ✓ Listen to learn, and bring the conversation around
- ✓ Deal with different behaviours
- ✓ Follow up contacts effectively
- ✓ The rules of networking etiquette: what not to do



Who should attend ?

This workshop has been designed for those who need to network as part of their job and are looking for tips to get more out of their business associations. Also relevant for less confident people who would like to be more comfortable in building a contact network.

