

DESCRIPTION AND AGENDA

Developing Effective Networking Skills

Aim:

Effective Networking is a fundamental skill that allows us to build and maintain relationships with others for professional and social purposes. Developing networking skills can further enhance the delivery of your organizational objectives. This half- day workshop focuses on the essential elements that will help you increase your comfort level when interacting with others. Participants will examine their own strengths and challenges when interacting in business settings where social and networking skills are pertinent for making prominent connections.

Agenda and objectives of the course

By the end of the workshop participants will:

- Understand the importance of effective networking
- Gain awareness of your own interaction “social” style
- Become more versatile when interacting with others
- Build confidence through practise and feedback with peers
- Understand how to establish a relationship through “small talk”
- Gain awareness of own body language
- Be familiar with different types of “conversations”
- Identify necessities for prior, during and after the networking event
- Know how to manage and administer own network

Suitable for:

Individual roles that involve engaging a wide range of external stakeholders to deliver results.

Duration:

0.5 DAY