Effective Networking for Results

Objectives

Delegates will be inspired to improve their networking effectiveness in all kinds of networking situations where they need to generate great relationships and improve business results by being comfortable in making outstanding contacts.

Delegates will develop confidence proactively managing networking situations.

What is it about and what will it do?

This half day workshop is a practical opportunity for delegates to appreciate the practical nature of building great connections, and the business returns that investing energy into networking creates.

Who is it for?

Managers/team members who want to develop the skills needed to make the most from networking opportunities.

Outline content

- The benefits of networking and relationship building
- Why some people like it and some people resist it?
- The 4 stages of effective networking
- Concepts and definitions
- Social media, the options and how they work