

Networking with Confidence – 1 day

Course Overview:

Learning to network effectively can be the single biggest factor that contributes to your professional success and personal satisfaction. At its most simple, Networking is the art of building and maintaining mutually beneficial relationships, not something to be feared or avoided but a powerful business tool. This course is ideal for the freelance consultant who needs to increase their exposure through personal marketing but isn't quite sure how to go about it or the organisational trainer who needs to navigate their organisation and raise their personal profile or awareness of the L&D Department.



Course Outcomes:

By the end of this course you should be able to:

- Clearly understand the role of networking in business success;
- Build and Maintain a personal network;
- Recognise and Capitalise on networking opportunities;
- Create positive initial impressions;
- Confidently 'work the room';
- Follow through in an effective and professional way;
- Create your own networking plan.

Course Content:

Marketing, Selling or Shmoozing? Networking - what's the difference? Types of Networking; 5 Traits of a Master Networker; Getting started - right habits, right vision, right planning; Creating the right impression; Turning small talk into big business; 7 Ways to master the art of small talk; Becoming a Laser Listener; Asking for what you want; Professional follow-up; 8 Networking Turnoffs.

Our CPD Courses can be delivered "In-House" anywhere in the world. We can meet your organisation's specific needs and learning materials can be customised to provide greater relevance.

For more information call 0845 474 1969