

Creating Powerful Relationships Through Networking

OVERVIEW

Course duration: 1 day.

Success in life is never just about what you know. If you are going to make your knowledge, skills and abilities work for you it is desirable to build a wide variety of contacts with whom you can share them in order to build some useful and resilient relationships.

Building those relationships requires a conscious recognition of the strategies and behaviours required.

This event will open up the possibility for you to create a strong and lasting network of useful acquaintances by the use of these strategies and behaviours. Prepare for a challenging, revealing, stimulating and extremely rewarding day.

IS IT RIGHT FOR ME?

Junior managers, supervisors, line managers, team leaders, administrators – anyone who needs to build a network of strong and positive relationships.

WHAT WILL I LEARN?

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

- Begin building your network.
- Extend your network.
- Get noticed.
- Build relationships.
- Gain trust.
- Strengthen the relationships.
- Make the network operate to your benefit.
- Use online networking platforms successfully

WHAT WILL IT COVER?

Nature of Networks

- Identifying types of network
- How networks behave

Expanding Your Networks

- Using your current contacts to gain access
- Identifying areas of mutual interest
- Looking outside your immediate area for opportunities to expand your contact list using the internet
- Other remote methods of attracting networks

Joining and Leaving Groups

- Identifying desired groups
- Using current contacts

- Validating your entry into the group
- The power of the volunteer
- Moving on whilst maintaining the relationship

Breaking the Ice

- How to create a good impression
- Selecting powerful openings
- Sound and impact
- Creating alliances
- Impact without offence

Small Talk

- Identifying key subject areas
- Use of questioning
- How to prompt a response

Finding Common Ground

- Making a similar sound
- Triggering mutual engagement
- Identifying positive, common interests and experiences
- Avoiding the one-upmanship game

Keeping the Conversation Going

- How to bring some energy to the conversation
- Changing pace
- Using stories, asking questions
- Building trust

Strengthening the Relationship

- Making it personal
- Building up positive credits
- Building obligation (reciprocity)

Using LinkedIn

- Why you should use LinkedIn
- Building your profile