

NETWORK WITH CONFIDENCE - APPLYING NETWORKING TO BUSINESS OBJECTIVES

Duration

Half a day.

Who the course is suitable for

SMEs

Start-ups

Those lacking confidence or not seeing positive results from networking

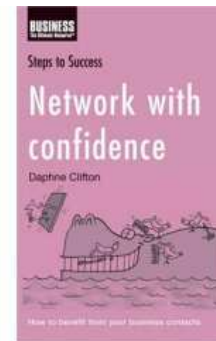
Experienced networkers who want to make their networking work harder for them

Description

Networking is an extremely valuable tool when in the right hands. Based on the book “Network with confidence” this course will be entirely practical, offering advice, time to plan, practice and build confidence

Learning Objectives

- Understanding networking
- Business objectives and goals
- Selecting the right networking events
- Approaches to networking
- Planning
- Follow-up
- Measuring effective networking
- Barriers to effective networking
- Action plan for networking



Prerequisites

A desire to network effectively and learn new skills

Type of Programme

Workshop style with plenty of time to think, plan, interact, practice and build confidence. Extremely practical. Works well in conjunction with the SMART seminar.

Delivery

Available as a public or in-house workshop

Works well when there is an event to attend at lunch time, which offers time for a follow up session having put in to practise learning from the pre-lunch session

TO BOOK A WORKSHOP OR DISCUSS YOUR TRAINING NEEDS CALL: 020 8473 0261