Networking skills

Who is it for?

The training course is intended for all individuals, in all levels, who want to improve their networking skills.

What's in it for me and my business?

The program will reveal the science and art behind successful networking. To succeed in today's demanding and uncertain business environment one needs to have knowledge and skills to get in contact with right people in the right way. All of us are not "self made" business people – success in our professional (and private) life comes through various relationships. To be able to achieve results in professional life, today's business person has to know to take advantage of every situation that might be lucrative for business. However, in order to start building relationships that might be beneficial to our both business and private lives, we have to know what our vision and mission are. Then we start gorge our way to the top by connecting with the right people. Successful people know that we live in connected world where internet and social media expose almost every individual - there is no place to hide. Today, personal brand become more important than ever. One has to build and maintain its own reputation carefully because it might be affected by so many things.

Participants will learn how to connect with decision maker, how to build and maintain personal brand and how to nurture lucrative connections.

Training content

- Personal vision and mission
- Know who you have to know (shortcut to success)
- Preparing for successful connections
- Proactive building of connections with decision makers / important people ("build it before you need it")
- The networking jerk
- The importance of follow up ("stay connected")
- Connections with connectors ("building the network")
- Turning contact into (professional) friend
- Build and advertise your brand
- Finding mentors
- Using conferences, seminars, cocktails and other gathering to establish relationships

Practice and exercise

- Lecture and group discussion
- Individual and group work – writing and editing exercises
- Individual/group work presentation
- Receiving feedback from the facilitator and group
- Video

Duration
Two days

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