

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 sophisticated strategies and intricate 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 involved in procurement, facilities management – 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.

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
- Uses 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

Testimonial

James Alterman, Education Officer The Smallpeice Trust

Fundraising and gaining industrial support has just become a major part of my role. I am now regularly attending events specifically to network and make new contacts. Despite considering myself to be a confident person I felt there was room for improvement when it came to networking. The Creating Powerful Relationships Through Networking course seemed a perfect way to improve my networking skills. The course did not disappoint. Over a relatively short space of time my personal networking needs were met and I also gained valuable skills and tips that have already been effectively put into

practice. I'm sure it will not be long until my company see the rewards of sending me on this course.