

Networking with a Difference – the Power to Perform

In today's competitive environment networking is a beneficial tool to increase business and make valuable contacts. This interactive one day workshop provides delegates with the strategy, skills and confidence to make a memorable and distinct impact when networking. It will also give participants practical insight into their own personal networking strengths and growth areas. Learn effective tips to harnessing the nervous energy and turning it into positive and productive power. Being an effective networker is a skill that can be learned and perfected.

HIGH-LEVEL LEARNING

- » Develop a networking strategy that will maximise contacts
- » Ensure that they maximise their personal power to impress
- » Increase the return on networking investment
- » Understanding the power of positive networking and body language
- » Deliver the group brand through every customer interaction
- » Developing a contact strategy that will ensure connections

YOU WILL LEARN

- » Bridge Top Ten Tips to networking with confidence
- » How to stimulate easy interaction with an audience
- » Build relationship quickly with others
- » State management techniques that will give you the needed confidence
- » Preparation techniques to ensure that time spent networking is time well spent
- » To perfect listening and questioning skills

IN ADDITION

- » The course will involve situational role play and be underpinned by differing communications styles, an introduction to the power of NLP and emotional intelligence. Sections of the course will be film for better self awareness feedback.