

Networking

Introduction

Networking is just a way of interacting with people - but somehow once you attach an agenda to it, it becomes awkward and difficult.

Learn how to put yourself and others at ease, easily join and leave groups and how you can use your individual style to communicate with people.

We won't make you "schmooze" and we won't make you predatory, but we will give you a variety of tools and techniques to help get the best out of yourself at any type of gathering.

Objectives

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

- Comfortably join and leave groups
- Feel more confident when interacting with others
- Sell yourself more effectively
- Introduce yourself in an impactful way
- Talk to different people with ease
- Choose the type of impact you want to make
- Make other people feel comfortable
- Create and build rapport quickly and effectively

Content

A sample of what is covered includes:

What Gets in the Way?

- Find out what gets in the way of people being more effective networkers
- What are the pitfalls?
- How do you get wrong-footed?
- Why do we feel so awkward?

Face-to-Face

- Find out how communication works
- What happens when communication is done well?
- What happens when communication is done poorly?

Power of the Listener

- A powerful illustration of how body language can communicate more than words during face-to-face communication.
- Learn to listen actively rather than just waiting for your turn to speak

Assumptions

- It is impossible not to make assumptions.
- We make things up using our previous experience and then act as though they are true.
- How can we use assumptions to open a conversation, find common ground and clear up misunderstandings?

Other People's Eyes

- There is real skill in being able to see the world from someone else's point of view
- Working with the idea that everyone sees the world differently, we can find ways to make deeper relationships
- Different types of networkers

Meeting and Greeting

- How to make the first move and ensure that you get that business card
- In networking situations, it is important that you honour your own style
- We will look at how you can make your style work for you

Introducing Yourself

- How do you introduce yourself to a complete stranger?
- Here we demonstrate how physical boundaries work and how even the shyest person can greet people well

Joining and Leaving Groups

- You get stuck on your own, or with someone you don't want to talk to
- Learn how easy it is to join and leave groups seamlessly, to 'glad-hand' and to pass people on

First Impressions

- If you don't choose the impression you want to make, you'll get one by accident
- Practice choosing a number of 'first impressions' to make and see what effect each impression has on other people

Etiquette

- Everyone at a Networking Event has a common goal - To meet people who might be useful
- The best networkers, however, follow certain unwritten rules of business networking etiquette, which really help to make a connection

It's You They Buy

- What works about you?
- Knowing the impact you have on people is an important part of building effective relationships and becoming an ace Business Networker

30 Second Influencer

- How do you get your message across clearly in a short and impactful way?
- This model cuts out the waffle and gets to the point
- And it makes the message relevant to the person receiving it

Rehearsals

- An opportunity to practise typical Networking scenarios based on participants' own experiences

