

Creating Powerful Relationships Through Networking

1 Day BNT

OVERVIEW

Success in life is never just about what a person knows. If you are going to make your staff's knowledge, skills and abilities work for you it is desirable that they build a wide variety of contacts with whom they 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 participants to create a strong and lasting network of useful acquaintances by the use of these strategies and behaviours.

DESIGNED FOR

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.

LEARNING OUTCOMES

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

- Begin building their network.
- Extend their network.
- Get noticed.
- Build relationships.
- Gain trust.
- Strengthen the relationships.
- Make the network operate to their benefit.

TOPICS COVERED

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-up-manship 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

EXTRA NOTES

Further Development:

Developing your Personal Impact & Building Productive Relationships (DPI)

Communicating Effectively in the Workplace (CLQ)

An equivalent course is available in Arabic and French. Please call us for details.