

## NETWORKING AND BUILDING IMPACTFUL RELATIONSHIPS

(half and one day programme)

To build your career in the contemporary world of work you need to sharpen your professional image, network effectively and form relationships where you can have real impact.

This high-energy **half day** and **one day programme** guides you through a series of exercises and challenges your current behaviour, to give you confidence to become more assertive, to take decisive action to build and use your network, and to start having real impact at work.

### PREPARATION

- Brief introduction to engagement to its importance to organisational performance

### PROGRAMME CONTENT

- The context of influential networks
- Work hard on your professional image
- Quality rather than quantity of contacts
- Be clear what you want from your network
- Give as well as take in networking
- Listen deeply
- Prepare for networking
- Read the emotions as well as the words
- Keep in regular touch with your top contacts

### KEY OUTPUTS

- Learn to enjoy networking and the contribution you can make
- Eight top tips to become an effective networking
- See the power of networking to develop your own career, to influence and to be influenced by others
- Build your own confidence to network effectively

### ORGANISATIONAL VALUE

- Build a stronger commitment within your organisation to network both internally and externally, and to collaborate with others
- Strengthen the ability of your talented team to engage with others and sustain important business relationships

### PERSONAL VALUE

- Ability to find your own voice and have confidence in your networking ability
- Become a more effective networker through recognising the way in which you can have greater impact