

ESSENTIALS FOR EFFECTIVE NETWORKING

Networking is the mechanism that allows individuals to use the power of partnerships and teamwork to develop ideas beyond their own experience, to discover business concepts that could be adapted to their specific needs, to build systems of mentors, and to generate additional business for their organizations. The skills needed for networking include basic communication expertise, the ability to build rapport, and creativity in discovering potential members for networks. These topics are covered in this workshop. The half-day workshop enables attendees to participate in discussion and practice of the networking skills discussed in this session.

How You Will Benefit:

After this half day workshop, participants will be able to:

- Analyzing opportunities for increased networking
- Using networking skills to develop partnerships and improve working relationships
- Establishing a plan for continued development of networking skills.

What You Will Cover:

- Networking Overview
- Building Rapport
- Creating Partnerships
- Planning the Partnership
- Mentoring Considerations
- Mentoring Starter Conversation
- Effective Partnership Self-Check

At client's location

At our location

What's included?

- Instruction by an expert facilitator
- Small interactive classes
- Specialized manual and course materials
- Personalized certificate of completion

Duration: 1 Day
Time: 8:30am-12:30pm

Pre-Registration Form:

Essentials for Effective Networking

Yes Enroll me now

Participant Name (Please Print)

Cell Phone: _____

Position _____

Immediate Supervisor

Organization

Organization Address

ZIP _____ Telephone # _____

Fax _____ E-Mail _____