

**Networking: Building Relationships that Count**

Workshop Duration: 1 Day

Facilitation in English

**Workshop Description**

Let us show you how to remove the fear that you may have about reaching out and making connections with internal and external clients. Our effective business networking workshop shows participants how to build and maintain effective business relationships by networking with confidence.

Through a series of interactive exercises, each participant learns how to create an effective introduction, network effectively and build a quality business "team" around them.

*On-Site Training can be tailored to your organization and delivered on location.*

**What You Will Learn**

- What networking really is
- The barriers to networking and how to overcome hurdles
- The five steps to starting a relationship
- How to give an effective introduction
- The power of strategic alliances and building a "team"
- The answer to "why should I want to be part of your network?"
- How to target the ideal internal and or external client
- How to increase referrals by being specific
- The features and benefits that you offer
- How to prepare for a networking event
- "Getting to know you" questions
- Effective networking tips, tools and strategies for success

The one day workshop gives participants a clear view into the world of networking, providing them with the tools they need to cultivate that connection.

*"More business decisions occur over lunch and dinner than at any other time, yet no MBA courses are given on the subject"*

