

Networking

Aim

Building your contacts and your career

What's it all about?

This is a half day session which focuses on contacting and connecting to others. The premise is that the best personal networks are created by building mutually beneficial relationships.

Why iOpener?

Our business has primarily been built on networking. Word of mouth referral is the way we've grown and become known amongst the market we want to reach. So it's something that's vitally important to us as a business practice, which means we understand the benefits that networking can bring.

How?

Participants will need to come ready to practice their networking skills. At its most fundamental level that means breaking into groups, finding topics to talk about and asking for follow up. Everyone will be encouraged to try new skills and strategies in a strategic and goal-focussed context. Because networking time also needs to be purposeful and productive.

Participants?

This workshop is designed for up to 25 participants. Everyone needs to come prepared to try out typical networking skills, approaches and gambits.

Outcomes

Participants will:

- Explore why networking can feel tough
 - Understand the benefits it brings and why everyone needs to get involved
 - Assess their focus of networking
 - Practice key skills
- Build confidence to try

Participants cover:

- Understanding what networking is – and isn't: fact, research and fiction
- Working with CPR: Connection, Perception and Relationship building: the fundamentals for networking
- Tying personal goals to networking
- Focusing on the ABC of networking: approaching people, beginning a conversation and canvassing next steps
- Talking to others and steering a conversation
- Virtual networking: what it is, why it matters and what sites you should be using

Target group

Any leader who wants to think about the why, what and how of networking.

Option

This workshop can be combined with two workshops: either influencing and persuading or listening and observing others.

Duration

0.5 day