



Building Effective Professional Networks and Relationships

Networking is more than just attending events. It's about building relationships and connecting with others. It is the foundation of exchanging ideas and creating deals through the introduction of strategic contacts. This can also help to boost business success. It isn't something that many people do naturally, so you are not the only one feeling anxious and introverted. It is important to be active in networking.

Although networking can be confused with selling, the purpose of networking is to build long-term relationships as well as a good reputation. It is a good idea to get to know others who can help you and work with you.

Networking is not only beneficial in securing a job for the future, but it also helps you to be more successful at every stage of your career. Your ability to make connections can have a lasting impact on your thinking and even how you work in the future.

Course Overview

You will spend the first part of the session getting to know participants and discussing what will take place during the workshop. Students will also have an opportunity to identify their personal learning objectives.

This workshop will help you teach participants to:

- Recognise key characteristics of an effective relationship.
- Identify the key components of effective networking
- Learn the networking tips participants should follow.
- Recognise the importance of establishing networks
- Keep and continue the relationships and preserves those connections.

Build Relationships First

In this session, participants will learn how to build relationship by adopting the "give first" principle they are showing up in service and adding value to their relationship.

Networking Strategies

This session will help participants learn the different strategies that people commonly used to help facilitate networking relationships.

Improve Your Communication Skills

This session participants will learn how to slow down when they talk, ask questions when someone else is speaking to them, and if they repeat back what they're hearing to ensure they both are on the same page.

Respond to Feedback Positively

In this session, participants will learn how to give others constructive feedback to open the door to establishing a deeper rapport.

Network in all directions.

Here, participants will understand how diversification is an advantage in networking.

Think long-term, not short-term

Lastly, participants will learn how they can help that person grow and get better at whatever they are trying to achieve and all your effort in networking strategies will work in their favor.

Workshop Wrap-Up

At the end of the day, students will have an opportunity to ask questions and fill out an action plan.

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