



THE INFLUENCE BUSINESS

Raise your level of influence

NETWORKING SKILLS SEMINAR

Overview

This is an instructive and entertaining programme for an **unlimited size of audience**, lasting **60 – 90 minutes** (to suit your programme), using ‘forum theatre’ as the principal learning medium. The programme will follow an encounter between two people, in reality our actor associates, through the six stages of networking, namely Preparation, First impressions; Building rapport; Getting down to business; Escape; Follow-up. Members of the audience will be invited up to ‘help’ though there is no pressure to do so on anyone who is not comfortable. The audience will have the opportunity to comment on what is going well and also to offer ideas for improvement.

Relationship building skills arising from the encounter will be highlighted and discussed as the programme proceeds.

In situations where you are hosting a reception, we will look at the process – namely what you, the hosts, need to do so that your guests leave feeling good about you.

This programme, where audience numbers are immaterial, is excellent for conferences and retreats as a way of facilitating delegates getting to know each other and also to leave hosts feeling more comfortable and confident about their responsibilities towards their guests.

Aim

To give you an awareness of the skills and help develop confidence in order to maximise the business opportunity in networking situations.

Outcomes

You will achieve:

- Greater confidence to use physical relationship building skills when networking
- Wider comfort zones
- Greater confidence to enjoy networking opportunities

At the end of this workshop, you will feel much more confident in how to:

- Leave the other person feeling good about you
- Quickly create a positive impact at any level
- Sell yourself as an individual



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- Join individuals and groups
- Escape and move on
- Give a focused and engaging answer to the “...and what do you do?” question
- Discover the needs and wants of the other person
- Leave the other person knowing what you can offer
- Navigate your way through a networking encounter
- Capitalise by following up



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