



THE INFLUENCE BUSINESS

Raise your level of influence

NETWORKING SKILLS WORKSHOP

Overview

This **three and a half hour** workshop **for a maximum of 12 participants** provides both practical skills and the confidence to apply them. We work through the six stages of networking, namely Preparation; First impressions; Building rapport; Getting down to business; Escape; Follow-up and encourage participants to use their own experience and setting to make it relevant for them.

We ask participants to share their experience, both what they find difficult and what they feel works for them. We then construct scenarios using both a professional actor and the participants so that all can participate in any particular situation e.g. breaking into a group, breaking off a conversation and moving on etc. Scenarios can address meeting at a conference or entertaining clients in a variety of situations e.g. a client reception or dinner or, for example, at a sporting event.

In this way, participants not only learn what they can do in any given situation but also see for themselves that what they are doing really works for them. From this comes the confidence to do it for real. The session is highly practical, instructive and fun.

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 really good about you.

Aim

To give you, the participants, the skills and confidence 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 understand and be confident to:

- Prepare effectively before attending an event
- Join and leave groups
- Initiate, lead and break off conversations
- Leave the other person feeling good about you and knowing what you can do for them
- Discover the needs and wants of the other person
- Sell yourself as an individual
- Give a focused and engaging answer to the “...and what do you do?” question
- How to follow up effectively



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Methodology

An actor/facilitator assists on this programme, creating highly realistic situations that give you real practice in dealing with issues you find difficult to handle.



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