



## How to Network Effectively

delivered by:



How to make and grow relationships for mutual benefit

Never before has networking been so prominent, or so complex. On the web, social networking sites are proliferating and professional and business sites are becoming increasingly popular. However, not everything happens in cyber-space and there really is nothing to compare with meeting people face to face for building trust and refining opportunities to do business together. This half day workshop will establish ground-rules for best practice and give you the chance to practice making a good first impression, every time.

### Specific objectives

By the end of the session you will have:

- Refined your ideas of what networking will mean for you and your context
- Feel confident and positive that you can benefit from networking events
- Know that you will contribute positively to the experience of other attendees
- Agreed 'ground-rules for best practice'
- Worked on your networking plan: before, during and after the event
- Practiced key skills in a safe and supportive environment.

### Indicative content

- Why we need to network and the benefits of doing it well
- The skills we need
- Planning for an event
- Sustaining impetus subsequently

**Maximum number of delegates: 20**

**Cost: Members - 1 unit, £150 +VAT  
Non-members - £225 +VAT**

To register please email our Training Co-ordinator on [registrations@thelearningcollaboration.com](mailto:registrations@thelearningcollaboration.com)