



NETWORKING SKILLS COURSE

"Networking is an essential part of building wealth." - Robert Kiyosaki

Networking skills are essential for success in personal and professional settings. This course provides an in-depth exploration of techniques necessary for building and maintaining relationships with colleagues, employers, clients, and partners. Students will learn how to create a professional identity, engage in meaningful conversations, initiate contact, and effectively follow up. Additionally, we will review the importance of creating trust, identifying common connections, and establishing boundaries. This course is designed to help students strengthen their ability to network successfully and create valuable relationships.

Key Course Content:

- Learn people's names and faces, whether one or one hundred.
- Improve their visual memory skills.
- Improve their networking strategy, ensuring reliability of a fundamental skill.
- Improve broader memory skills by developing better visual memory.
- Improve confidence in networking situations by being in control of learning.
- Build a relationship the next day with the right people
- Reduce anxiety related to social and business encounters when meeting new people.



Target Audience:

The course can be tailored for the specific cohort whether it be the leadership team, another group of managers/team leaders or employees.



Duration:

This course is available as a 1-day course or a truncated half-day course.



Delivery:

This course can be delivered both in-person or virtually. For virtual delivery, we can use our virtual platforms or your organisations.



Group Size:

We recommend a group size of 4-10 people.