

# Effective Networking Skills

Maximum Participants: 16

Duration: One Day

Timings: 09:30 – 16:30



## Mike Phillips Training

Releasing potential through learning and development

### Suitable for

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Anyone who wants to get the most out of the connections they make through networking and meeting others through the course of their work.

### Aim

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To explore the benefits of being an effective networker for you and your organisation. You will develop a networking plan and practise skills for maximising networking with those in your sector.

### Learning Outcomes

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By the end of the course, you will be able to:

- Describe what makes an effective networker
- Identify the benefits of being an effective networker: for you and your organisation
- Explain the 4 stages of the networking process and how to make the most of them to maximise your network contacts
- Practice skills required by the effective networker, such as listening and questioning skills
- Be aware of the importance of nurturing and maintaining relationships with key contacts

You will also leave the course with:

- A sense of achievement
- A Personal Action Plan to take your learning further
- A toolkit of techniques and practical ideas for releasing your potential

### Training Style

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All courses are interactive, using diverse participatory, 'brain-friendly' training methods including: exercises; games/quizzes; handouts and workbook; small/large group discussion; skills practice and trainer input.

All courses are accompanied by a **Welcome Pack** (including some essential pre-course activities to prepare for learning) and a **'Bonus Pack'** after the training with additional tools, and follow-up activities to support transfer of learning to the workplace. (\*email required)

### Other Courses to consider (Visit my website for details of these and other courses)

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- ➔ Assertiveness in the Workplace (2 Days)
- ➔ Influencing and Persuading Skills
- ➔ Interpersonal Communication Skills
- ➔ NLP in the Workplace (2 Days)
- ➔ Presentations – Advanced Skills (2 Days)
- ➔ Simply the Best – Building your personal image, self-esteem and confidence (2 Days)



*"I enjoyed Mike's enthusiasm and passion for the topic..."*

*Very friendly, approachable and clear...*

*I will be more confident in approaching people and use some of the techniques to make sure I make the most of my contacts."*

#### Course Participant

LASA

*"Great examples of every-day life situations relevant to the context."*

#### Course Participant

Energy Action Devon



#### website

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