

## Networking Skills

When most people think of “networking” they focus on job hunting rather than job effectiveness. However, networking isn’t just for those seeking employment. It’s about making connections between people, information and resources that enable you to be successful in a large, complex organization.

Specifically designed for front-line supervisors, this one-day program focuses on relationship building, personal branding and communicating with confidence. This hands-on workshop features practical tools for establishing a network that will increase organizational impact and team success. Participants will learn how to leverage their network to effectively address current business challenges. Emphasis will also be placed on the importance of coaching and encouraging teams to develop networks that will support their success.

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### LEARNING OBJECTIVES

- Understand the variety of networks available, the benefits of a network and when it is appropriate to join or form a network
- Analyze your current networks to identify gaps and opportunities for greater leverage
- Produce an individualized strategy for expanding and deepening your network
- Establish your personal brand and create a plan for consistently communicating it
- Learn and practice specific tactics for networking naturally in a variety of situations – at meetings, receptions, classes, events and social situations
- Develop a strategy for following up with select members of your existing network