



RELATIONSHIP MANAGEMENT & NETWORKING SKILLS

Networking is about connecting with people in order to share information, putting the emphasis on relationship building. This workshop will help you build strong relationships internally and externally. The idea of maintaining your personal brand will be explored and techniques to best represent your organisation in a professional manner introduced. You will learn how to generate leads, win business and develop your knowledge base.

- Essential networking skills
- Using networking to generate leads and win business
- Developing personal style
- Maintain relationships and contact management

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ESSENTIAL
NETWORKING SKILLS

DEVELOPING
PERSONAL STYLE

TYPES OF NETWORK &
WHY THEY WORK

MAINTAINING
RELATIONSHIPS &
CONTACT
MANAGEMENT

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