

Art Of Social & Business Networking

Course Duration: 2-day; Instructor-led

Time Schedule: 9am-5pm

Lunch: 1:00pm- 2:00pm

Morning Tea-break: 10:30am-10:45am

Afternoon Tea-break: 3:30pm -3:45pm

“To effectively communicate, we must realize that we are all different in the way we perceive the world and use this understanding as a guide to our communication with others.”

- Anthony Robbins -

PROGRAM OBJECTIVES

You could be the rockstar of the people around you! But most times, you end up as a wall flower or just another individual, hardly noticed and mostly forgotten. How often do you feel being left out of a conversation, being socially awkward and wasting time whenever you are in the midst of people? You have interesting stories and unique ideas. You have wonderful points to share. Yet, you cannot capture the attention of people and your words just do not seem to interest and engage others. If this resonates with you, it is time to bring out who you really are, what you are about and have people want to connect with you like bees to a flower, every time you are in their space. In our fast-moving world where everyone is busy and easily distracted, networking skill is crucial when you want to stand out from the noise of the crowd and give yourself that advantage within a narrow window of opportunity. Using specific strategies, networking skills work wonders in enhancing your opportunities in a sea of challenges.

This unique 2-day, activity driven program teaches skills that boost personal productivity and relationship building through increased understanding and effective implementation of social and business networking. By providing you with a rigorous training environment, your active participation in our program will enable you to apply and sustain your learning to a point of forming winning habits. You will have the ability to create the greatest positive impact when you are networking at every given opportunity.

Art Of Social & Business Networking focuses on the following areas:

- Communication
- Conversation starters
- Influence
- Persuasion
- Relationship management

LEARNING OUTCOMES

After completing the training, you should be able to:

- Apply influence principles when interacting with others
- Be confident and purposeful when communicating
- Blend in to any conversation effortlessly
- Communicate better for positive results
- Persuade people effortlessly

METHODOLOGY

To change your direction, shift your thinking.

However long ago you learnt to ride a bicycle, it's likely an experience you've never forgotten. The skill remains with you today. When was your last corporate training program? How much of what was learnt is actively applied in your business today? Are all that remains the workshop manuals left on your shelf?

Our programs are initiatives that last. They encourage new ways of thinking. They open up ways to create extraordinary achievements. We believe individual behavior and attitude contribute significantly to the overall excellence of your organization. So we focus on what really matters.

Our unique methodology of combining experiential, instructional and discovery learning, and supported by modern coaching technology, creates powerful shifts in attitudes and behavior that will encourage sustainable change in your organization. These changes make an impact on results where it matters.

In our programs, you can expect an extensive use of case studies, debriefing, dyads, facilitated coaching, feedback, games and activities, group discussions, lectures, psychodramas, simulations, story-telling and structured instruments.

FRAMEWORK AND IMPLEMENTATION

Our unique experiential framework and implementation empowers you to:

- Be confident with conversation starters
- Build winning relationships with people
- Communicate clearly and concisely
- Contribute to conversations of others
- Create a 'feel good' sense with people around you
- Develop your professional networking style
- Employ effective communication skills to different types of listeners
- Gain clarity of purpose and valuable information through powerful questioning skills
- Influence people in ethical ways
- Persuade others in a comfortable manner
- Provide greater interaction for people in your space
- Use referral techniques effectively

COURSE CONTENTS

Day 1:

Module 1: Overview

- Conversation starters
- Universal laws of communication
- Breaking the mold
- Fear + Action = Courage
- Creating positive first impressions

Module 2: Vocal Foundations

- The leader's instrument
- How to build a powerful voice
- Pitch, pace, tone, melody and volume
- Techniques for self-awareness
- Powerful rapport techniques

Module 3: Body Language

- Body language foundations
- Posture
- Hand gestures
- Facial expressions and eye contact
- Movement

Module 4: Storytelling

- Tension and discovery
- People
- Places
- Possessions
- Using humor in conversations

Day 2:

Module 5: Interpersonal Communication

- Building credibility
- The 4 Quadrants
- Our communication style
- Other styles
- Shifting into positive action

Module 6: Being Effective In Communication

- Applying learning in the workplace and relationships
- What others say and do and what is important to them
- What we do more of when communicating with others
- What we avoid doing when communicating with others
- Revealing our blind spots

Module 7: The World Of Influence

- Reciprocity
- Scarcity
- Authority
- Consistency
- Social proof
- Liking

Module 8: Relationship Management

- Building meaningful relationships
- 4 levels of relationship experience
- The WOW Factor
- Creating a relationship commitment contract
- Creating lasting positive impressions