



## Networking

**Networking well is a leadership skill that gives you fantastic leverage. Because new contacts can give you unique insights, ideas and opportunities, which in some cases can change your entire career. Your challenge is to take full advantage of the networking situations you find yourself in so that you have the confidence to make great connections and then to stay connected.**

**Attend this workshop to learn how to network with confidence and credibility.**

### How do I know I should attend this workshop?

1. Do you think that networking is a necessary evil and try to avoid it whenever possible?
2. Would you like to feel more confident in your networking?
3. Are you uncertain how to approach or leave groups?
4. Have you ever worried about what you will say to people at a networking event?
5. Have you ever made a great contact and then failed to follow up?

If you answer yes to most of these five questions, then this workshop is for you.

### What will I do?

You will work on:

- Recognizing the benefits that networking can bring you
- Understanding the A-E of networking
- Trying out some approaches, tools and techniques
- Analyzing your beliefs about networking and building confidence to overcome them
- Practicing your skills with others

### What are the outcomes?

By the end of this workshop you will have:

- Learned why networking is so important to your career
- Worked on the practical steps you need to take at a networking event
- Tried and tested how to enter and exit a new relationship gracefully
- Worked on building swift rapport
- Given and received peer feedback on what you do well and what you could do better

### How do I prepare?

Come ready to overcome your reservations and prepared to have a go!



**iOpener Institute**  
for people & performance

### **Who is iOpener?**

We develop people and organizational performance through the power of happiness at work.