



Business Networking One-Day Open Course Overview

Business Networking open course

Use your individual style to communicate with people

Networking is just a way of interacting with people, but somehow it becomes awkward and difficult once you attach an agenda to it.

Learn how to put yourself and others at ease and how to easily join and leave groups in our business networking course.

We won't make you schmooze, and we won't make you predatory, and we definitely won't teach you to 'work the room'.

We will give you a variety of tools and techniques to help get the best out of yourself at any type of gathering including virtual meetings.

The content of each workshop will be shaped around the needs of the delegates, making the work relevant and practical.*

Ahead of the course, we'll provide pre-course preparation to get juices flowing and the mind focused...



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**Course Content*

What Gets in the Way?

- Pitfalls
- Getting wrong-footed
- Feeling awkward

Remote Networking

- Networking online
- Compensating when not 'in the room'

Face-to-Face Networking

- Good communication
- Poor communication

Power of the Listener

- How body language communicates
- Being a great listener

Joining and Leaving Groups

- Join and leave groups seamlessly
- 'Glad-hand' and pass people on

Etiquette

- Unwritten rules to help make connections

30-Second Influencer

- Deliver messages concisely and with impact

Other People's Eyes

- Everyone sees the world differently
- 'Seeing' what they see

Introducing Yourself

- How physical boundaries work

First Impressions

- Choose the impression you want to make

It's You They Buy

- Knowing the impact you have on people

Assumptions

- How to use assumptions to open a conversation, clear up conversations and find common ground

Meeting and Greeting

- How to make the first move
- Honour your own style

Business Networking one-to-one remote training

Benefits of One-to-One Skills Training

This Business Networking course is available as a 2-hour, one-to-one remote session.

Choose your time. Have a briefing call from your trainer and off you go.

The content of each session will be shaped around your needs, making the work relevant and practical.

- A completely personal, in-depth, and confidential look at your specific issues
- Dynamic, empathetic, and highly experienced coaches
- Get to the heart of your issues with speed and effectiveness
- Delivered online
- Two of personal one-to-one attention
- Pre-assessment of the issues you want to cover

Contact details



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