ICML
INSTITUTE FOR COMMUNICATION MANAGEMENT AND LEADERSHIP



PERSONAL EFFECTIVENESS

Professional Networking

Build the confidence and skills to network effectively and grow professional relationships.

WHO IT'S FOR

Professionals who want to build relationships and be more visible in their field.

DURATION

1 day, or tailored to your needs

FORMAT

On-site: we come to you, virtual or hybrid.

PARTICIPANTS WILL DEVELOP THE SKILLS TO

- Start conversations with confidence at any event
- Introduce yourself and your work clearly and memorably
- Build rapport and find common ground quickly
- Listen and ask questions that open up conversations
- Follow up so new contacts become lasting relationships
- Plan and manage your own professional network

ABOUT THIS PROGRAM

Many capable people avoid networking because it feels awkward or self-promoting, and their opportunities stay limited to the people they already know. Our professional networking training gives participants practical ways to start conversations, introduce themselves clearly, build rapport and follow up so a contact becomes a relationship. They practise in realistic situations, from conferences to internal events, and leave with a plan they can start on straight away. Practical exercises build confidence quickly.

Tailored to your organisation

We build in the events your people attend, your industry and your culture, so participants practise in situations they will face.

> "Suzanne's delivery of what can be confronting topics was exceptional, made everyone feel comfortable and safe and we walked away with tools to improve our communication.
>
> Hinternoosa – Sirah

Talk to us about this program

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Enquire online