



Course Description:

Networking: Building Strategic Relationships

This is a highly interactive session that will provide participants with what they need to know and do to build and maintain workplace relationships. We explore self-marketing strategies and techniques to enable participants to not only build their career of choice; but be prepared for unexpected change. Participants explore self awareness in and its transformation from knowledge to positive action; and how to use networking to develop relationships with people and organizations that can help participants to achieve their career goals.

Course Objectives:

For Managers:

- Utilizing networking as a proactive approach to building strategic partnerships across the organization
- Establishing realistic career goals, expectations and legacies
- Understanding of how communication styles contribute to building strategic relationships
- Seeking opportunities for building strategic relationships that will contribute to personal and organizational success
- Developing life-long business connections and relationships

For Employees:

- Utilizing networking as a proactive approach to career development and planning
- Establishing realistic career goals and expectations
- Focusing on skill development and communication styles that contribute to building strategic relationships
- Seeking opportunities for building strategic relationships that will contribute to career satisfaction
- Gaining a greater sense of responsibility for managing one's own career