

Building Powerful Business Relationships

Making connections through effective collaboration

3gHR's Building Powerful Business Relationships programme focuses on the value of connecting with others to build lasting and productive business contacts.

This one day programme is designed for anyone wanting to develop skills and confidence in networking and establishing rapport with others.

Why Networking is valuable:

- Networking helps you to achieve your goals by sourcing and securing resources that can help.
- To get things done in complex organisations you need to be able to influence others - this can be achieved through targeted networking.
- Opportunities are boundless, but change is a way of life, and you need to keep in touch with people and informal communication channels or you may lose out.
- It is easy to do a good job and be invisible. Networking is a way of getting recognition.

Despite all the benefits, networking can be seen as a negative activity, performed by extroverted and ambitious individuals. This programme will explore the commonly perceived misconceptions and barriers surrounding networking, and help participants develop personal strategies to overcome them.

Participants will create their own stakeholder networking map, prioritising relationships and developing actions to improve connections and identify new contacts.

The Learning Outcomes

- Appreciate the value of connecting with others
- Create useful networks and connections both inside and outside their organisation
- Build trust- based relationships
- Make connections with others that are reciprocal and empathetic
- Develop effective influencing techniques
- Present well-reasoned thoughts to others
- Share ideas, persuading others to accept new proposals or change their viewpoint
- Work more effectively with others, using the "Social Styles" model to appreciate the ways people interact with each other

The programme is experiential, energetic and practical; which means participants will leave feeling more confident in their skills and motivated to implement personal action plans.

