

Confident Effective Networking

An exciting course for all those who would like to improve their networking skills using a unique interactive theatre workshop.

WHO SHOULD ATTEND?

This half day workshop gives you the chance to get involved - first you are shown a short play highlighting common networking problems, then you have the opportunity to change what happens, discover what works, and so influence the outcome of the piece. It is stimulating, great fun, and suitable for anyone who networks in connection with their business – which is probably all of us! No role-playing is required.

WHAT WILL YOU LEARN?

Forum theatre is a very powerful tool for learning and changing behaviours – everyone can contribute, get involved and share ideas, whilst using the creative side of their brain to help learn what works and produce solutions. You will understand what makes quality networking, and become far more confident and effective.

COURSE CONTENT

- Quality, not Quantity
- How to Approach People Confidently
- Taking a Genuine Interest in People – Knowing, Liking, Trusting
- It's Not what you can Get – it's How you can Help
- How to use Business Cards Effectively
- Building a Relationship
- Finding Out if there is Anything you can Help with – and Doing It
- Learning that it's Not about a "Quick Fix" – some Relationships take Time
- Being Yourself

TRAINER

Our facilitators for this course are Ted Mackney and Megan Long, who run Leaping Deer training and development. Ted and Megan come from an artistic and business background, and run one of the first companies to use forum theatre for business. They are committed to using interactive theatre for all kinds of business training because they know it works – and the results are sustainable.

Forum (interactive) theatre is engaging, inspiring, exciting and fun, and is ideal for networking skills, as everyone works together to discover solutions to problems. If you would like to know more about it, please see the Leaping Deer website www.leapingdeer.co.uk.

COURSE INFORMATION

Venue: Chamber of Commerce, 53 Bugle Street, Southampton
Duration: 9.15am - 12.30pm

Refreshments and course materials provided.

RELATED COURSES

Presenting with Pizzazz! – 1 day
