ITC

International Training Center Paris

TRAINING SCHEDULE

NETWORKING AND RELATIONSHIP BUILDING

Overview:

The Networking and Relationship Building training program is designed to provide participants with the skills and knowledge necessary to build and maintain successful business relationships. The program will cover a range of topics, including networking strategies, relationship building techniques, communication skills, and the legal and ethical considerations involved in business relationships.

Objectives:

- Develop an understanding of networking strategies and relationship building techniques.
- Improve communication skills for effective relationship building.
- Understand the legal and ethical considerations involved in business relationships.
- Learn how to build and maintain successful business relationships.
- Develop the skills necessary to effectively manage business relationships.

The training program will include lectures, case studies, group discussions, and practical exercises. Participants will have the opportunity to apply the concepts learned in the training program to real-world networking and relationship building scenarios. By the end of the training program, participants will have an understanding of networking strategies and relationship building techniques, improved communication skills, an understanding of the legal and ethical considerations involved in business relationships, and the skills necessary to build and maintain successful business relationships.

Targeted Groups:

- Relationship managers
- Sales representatives focused on networking
- Business development professionals building connections
- Entrepreneurs seeking to expand their networks
- Professionals aiming to enhance relationship-building skills

Planning:

Day 1: Introduction to Networking and Relationship Building

- Overview of networking and relationship building in business
- Understanding the role of communication in relationship building
- Legal and ethical considerations in business relationships

Day 2: Networking Strategies and Techniques

- Understanding different networking strategies and techniques
- Developing effective networking plans and strategies
- Best practices for networking in different settings

Day 3: Relationship Building Skills

- Techniques for effective relationship building
- Understanding the needs and interests of different stakeholders
- Developing trust and credibility in business relationships

Day 4: Communication Skills for Relationship Building

- Techniques for effective communication in business relationships
- Overcoming communication barriers in business relationships
- Managing conflict in business relationships

Day 5: Managing and Maintaining Successful Business Relationships

- Understanding the different types of business relationships
- Developing effective relationship management plans
- Best practices for maintaining successful business relationships