



Business Networking Skills Training Course

About This Course

Business Networking Skills Training Course



**Do you want to
have increased
confidence when attending
business networking events?**

Our Business Networking Skills Training Course will help you to develop new business relationships by getting the most out of networking events. Learn how to meet new business contacts, network with confidence and increase business.

This Business Networking Skills training course is delivered as an in-house just for your business.

We deliver the course as a face to face course and a live virtual online course.



The Course Aim & Objectives

Here's what you will learn on our Business Networking Skills course



Course Aim

This Business Networking Skills course looks at how to become a more effective business networker.

Many people today attend networking events either to increase their own profile or that of their business.

While at business networking events, you only get a few short minutes to make a big impression, and this workshop looks at the skills and approaches to make those few minutes count.

Course Objectives

By attending this Business Networking Skills Training Course you will:

- Know the reasons why business networking is important and the different types of networking that can be done
- Understand a range of communication skills that are important in business networking
- Be able to influence, sell themselves and their business to build credibility and build effective relationships
- See the benefits of following up with people they met at networking events

The Course Content

Here's what we cover in our Business Networking Skills course



Networking – What is it and why do it?

- What is networking and how can a business use it?
- What are the benefits of business networking?
- What type of networking events might you attend?

Preparing to Network

- What to consider before attending a business networking event
- How to prepare to succeed at business networking events
- Practising what you will say at a networking event

Some Skills to Help

- Verbal and non-verbal communication
- Influencing and selling
- Confidence building

The Rules

- Common networking event etiquette

Making Connections and Getting Contacts

- Asking for business cards and contact details
- Setting up meetings

Building On-Going Relationships

- Why stay in touch with the people you met
- How to stay in touch effectively

Delivery Options

How we deliver our Business Networking Skills course



In-House

Delivered at your business location or a location of your choice anywhere in the UK, Ireland, across Europe or online.

We can adapt the course content to meet your specific needs and those of your team.

Contact us for a quote.

In-House Delivery

Train your team. Train your entire company



We can deliver our **Business Networking Skills** training course just for your team or organisation.

1

Start with an off-the shelf course

We'll use the content in the overview as a starting point

2

Understanding your needs

We'll work with you to agree what outcomes you want from the course

3

Making it yours

We will shape the content to ensure the course meets your requirements

4

Delivering the skills

We then deliver the course that we've agreed either in-person or online

Make it even more bespoke

We can completely redesign the course to meet your needs. Just tell us what you need, and we can put a no obligation proposal together for you.

Online Training Course

Fun, engaging and interactive – delivered online



Our Business Networking Skills training course can be delivered as a virtual online course.



The same great content reimagined for the online environment.

- ✓ We can use the platform you are most comfortable with, for example Zoom, Teams, Webex etc
- ✓ Re-designed sessions to allow for interactivity and engagement in the online environment
- ✓ The same fun, engaging and down to earth approach
- ✓ Join your course from anywhere

About Us

Here's a bit about us and what we do



We are Revolution Learning and Development

We are a leading learning and development consultancy based in the UK. We provide our services across the UK, Ireland and Europe.

- ✓ We deliver fun, engaging and down to earth training courses in-person and online
- ✓ Over 20 years of training experience
- ✓ Incredibly cost effective and a real focus on return on investment
- ✓ 92% of our clients rebook us for further training and development
- ✓ Flexible training and development solutions

Let's Talk

We're here to help



If you have any questions about our **Business Networking Skills** course or would like a quote for an in-house course, then just get in touch.

Call Us:

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ROI: 015549779

Email Us:

hello@revolutionlearning.com

Visit Us:

UK: <https://www.revolutionlearning.co.uk>

ROI: <https://www.revolutionlearning.ie>

EU: <https://www.revolutionlearning.com>