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Networking

1 Day

You know how to use networking for your own benefit and for the benefit of your networking partners.

You know the different possibilities to find the right partners for your personal network and to establish sustainable and long-lasting relationships.

- Networking – difference to connections
- How you become acquainted with other people for your benefit
- Which possibilities, platforms etc. are there? And which are reasonable for you (internet, groups etc.)?
- Networking: Keep contact to existing customers and friends
- Structure and maintenance of an intelligent relationship management for the benefit of both sides
- Psychology of persuasion: „I'll give to you, to make you give to me!“
- Networking behaviour
- Forms of networking and which ones are suitable for you?

**Target Group**

Persons that have realised, that a good relationship network sharpens own skills and complements your offer, and thus is important for your personal success.

**Comments**

„Connections only harm the one, who has none“ this old saying is possibly more correct today than it was in former times. This workshop is to give stimuli to establish and keep relationships for a mutual benefit.