

Seminar Description:

“Effective Networking skills”



Training Requirements:

Today, it is not what you know but who you know. This specific seminar will concentrate on increasing participants networking skills and provide in-depth practical techniques on how to build relationships, rapport, and leave a positive memory behind. In addition, the networking seminar will assist participants to accomplish bottom line results whether personal or professional. To achieve these objectives this seminar will focus on:

- Knowledge vs. Network
- The power of Visualization
- Establishing rapport
- Social Media: Ways to keep in touch with your network via internet
- Tips to expand network
- The impact of body language (non verbal signs) in communication

Training Objectives:

Upon completion of the seminar, participants will be able to:

- Expand network
- Build instant rapport
- Learn how to build strong relationships
- Set specific measurable goals (with the power of positive visualization) and accomplish them
- Become a skilled and influential networker
- Learn how to build strong relationships
- Strengthen interpersonal skills

The seminar is aimed at:

- Managers, Sales reps, Sales staff, PR / marketing /advertising professionals, even lawyers, developers and consultants across the board.

Means and Methods of Training:

- Lecture, demonstration, group work and practical applications

Seminar Language:

- The seminar language can be conducted either in Greek or in English

SEMINAR TIMETABLE

“Effective Networking skills”				
Session times		Duration	Content Details	Instructor
Start	Finish	(hours.mi minutes)	(Includes theoretical and practical applications)	
09:00	09:45	0.45	Session 1 <u>Knowledge vs. Network</u> <ul style="list-style-type: none"> • 21st century: It is not what you know, it is who you know that counts • The importance and the benefits of creating network • The theory of why your network determines your network. 	Michael R. Virardi
09:45	11:00	1.15	Session 2 <u>Rapport</u> <ul style="list-style-type: none"> • The meaning of rapport • The Law of Addition: Adding value by serving others • 5 ways to build up instant rapport 	Michael R. Virardi
11:00	11:15	0.15	BREAK	
11:15	12:15	1.00	Session 3 <u>Positive Networking</u> <p>a) The Law of Attraction:</p> <ul style="list-style-type: none"> • Formula E+R= O (Event+ Response= Outcome) • The principle of reciprocity • Contributing with your presence in public events <u>Negative Networking</u> <p>b) The Law of Procrastination</p> <ul style="list-style-type: none"> • Comfort zone and its consequences 	Michael R. Virardi
12:15	13:15	1.00	Session 4 <u>Visualization</u> <ul style="list-style-type: none"> • The power of visualization and the power of positive thinking • Ways on how to use visualization techniques to attract (more) people in your life 	Michael R. Virardi

13:15	14:15	1.00	LUNCH	
14:15	15:15	1.00	Session 5 <u>Social Media</u> <ul style="list-style-type: none"> • The impact of social media in becoming a person of power and influence • Ways to keep in touch with your network (i.e. Linked In, Facebook, Twitter, etc) • Joining associations or volunteering to expand network 	Michael R. Virardi
15:15	16:15	1.00	Session 6 <u>Body language and interpersonal relationships</u> <ul style="list-style-type: none"> • What is body language? • The role of nonverbal communication (posture, eye contact, gestures, facial expression, etc) • The role of living space (ζωτικού χώρου) in communication 	Michael R. Virardi
16:15	16:30	0.15	BREAK	
16:30	17:30	1.00	Session 7 Upon seminar completion, participants will be asked to follow an exercise and the seminar will end with a detailed summary and all participants will be given the opportunity to ask questions.	Michael R. Virardi

Σύνολο Καθαρής
Διάρκειας ***

7:00

To make a booking or get more information, please contact Christine S. Antoniou: (tel.) +357 25811511, (fax) +357 25375118, (e-mail) christine@michaelvirardi.com (e-mail) ask@michaelvirardi.com.

