Sue Carrette Training & Consultancy
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Professional Gardening – the Art of Successful Networking ©

1.30 – 1.45   **Session 1   Introduction**
This session will introduce participants to:

- Each other
- The aims and objectives of the programme
- Reasons for attending and expectations

1.45 – 2.15   **Session 2   What is Networking ?**
This session aims to enhance participant's understanding of the types of networking opportunities available to them, including the use of social media and e-networking.

On completion of this session participants should:
- Have an understanding of the full range of networking activities and opportunities potentially open to them
- Appreciate the role of social media and e-networking in as key tools in the networking process

2.15 – 2.45   **Session 3   Networking Benefits**
This session aims to enhance participant's understanding of the benefits of proactive and strategic networking and the role of networking in enhancing a collaborative professional approach.

On completion of this session participants should:
- Understand the range of benefits gained through a structured approach to networking
- Appreciate the role of networking in developing a collaborative approach to professional life

2.45 – 3.45   **Session 4   Building and Managing Networks**
This session introduces participants to best practice in building and managing their networks and networking activities and offers approaches to assist the more 'reluctant networker'

On completion of this session participants should :
- Be aware of a range of tools and techniques for building and managing their networks to ensure success
- Be aware of approaches that may assist the less experienced networker

3.45 – 4.00   **Break**

4.00 – 4.45   **Session 5   Key Issues for the Successful Networker**
This session will cover a number of key issues for the successful networker to consider including:

- Why some networks (can) fail and what to do about this
- Developing a Networking plan
- Key 'do's' and 'don'ts'

4.45 – 5.00   **Session 6   Summary and Feedback**
This session will summarise the event and enable participants to ask any further questions and provide feedback.

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