



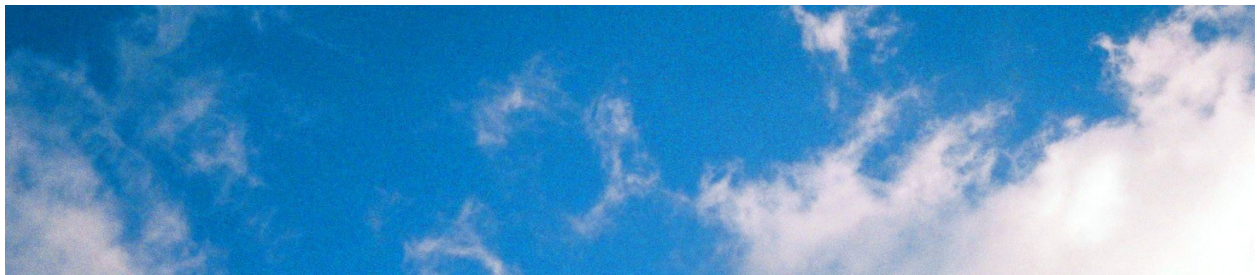
Sue Carrette Consultancy

Successful Networking

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Successful Networking

Introduction

Networking is a key skill in the development and management of a successful career, and the realization of a wide range of professional and personal opportunities. Long recognised as essential for those staff dealing directly with external contacts and clients, networking skills also produce other direct benefits for both employer and employee. Increasingly professionals in all fields are required to demonstrate the ability to collaborate with and influence a wide range of colleagues in cross-functional projects and teams and to be able to demonstrate knowledge of best practice in their area of expertise. Networking skills directly enhance the ability to deliver these requirements through a professional approach which is both collaborative and inclusive.

Our Services

Sue Carrette Consultancy offers a range of services to support the development of successful networking practices including a comprehensive half-day professional development programme entitled 'Professional Gardening : the Art of Successful Networking' © (further details on the opposite page). A short (1.5 hours) version of this programme is also offered as a conference or lunchtime session. A bespoke training service developing a half- or full-day networking programme specific to the requirements of your organisation is also available.

Benefits – Employer and Employee

Our networking activities aim to enable participants to gain a thorough understanding of:

- Networking opportunities and how to take advantage of them
- The role and importance of networking in collaborative (and team-)working
- Issues relating to the use of social media in networking
- Good and bad networking practices
- The benefits of developing and implementing a networking strategy

Plus increased confidence in:

- Participating in (new) networking activities
- Developing interpersonal skills and a professional approach which is inclusive and positive

Presenter

Sue Carrette has a portfolio career spanning over 20 years, principally in the areas of professional development and education management. Her career has included distinctive roles for a diverse range of organisations including; key universities, related organisations and professional bodies. She has been a contributor to a number of national and international events and conferences.

Networking has been an integral part of the development and management of Sue's career. The services detailed in this leaflet have been developed as a direct result of the experience of proactively managing her own networking and facilitating that of others, in the context of continued change and new developments such as the role of social media. Sue is also the author of articles and other writing on best practice in Networking.

Professional Gardening – the Art of Successful Networking ©

Overview

The Successful Networking programme offers participants an opportunity to increase their knowledge of networking opportunities, practices and benefits, and to develop and enhance their networking skills in a supportive context. The format of the programme facilitates active participation and attendees are encouraged to reflect upon and contribute their own experience(s).

Content

The standard programme includes:

- Types of networking and associated benefits
- Approaches to developing and managing networks
- Why networks fail and what can be done about this
- The use of social media and e-networking
- Approaches for the 'reluctant networker'
- The role of successful networking in collaborative working and professionalism
- Good and bad networking practices

Target Audience

This activity is likely to be of interest and relevance to all staff - generalists, specialists, technical – with an interest in networking including those who:

- Are completely new to networking and would like to learn
- Have experience of networking but would like to enhance their skills/broaden their approach
- Are experienced networkers seeking to re-visit/refresh their approach and gain new perspectives
- Are looking to increase their networks/networking capabilities to enhance their current role and/or future professional opportunities
- Would like to develop a more strategic approach to networking

Format

This programme is usually delivered as a half-day event. It can be extended to a full-day (covering the material in more detail) on request. Successful Networking is also offered as a short conference or lunchtime session of 1.5 hours. Please contact us for further information on this option.

“Good selection of helpful tips”

“A different perspective on networking. Easy to apply - good session”

“Great presenter - gave me new ideas”



Sue Carrette Consultancy **~ About us ~**

We:

- **Are established seven years**
- **Receive excellent participant and client feedback and a high level of repeat business**
- **Offer skilled and experienced consultants**
- **Include many 'extra' services as standard**
- **Are client-focussed and will deliver a full bespoke service tailored to your organisational needs**
- **Offer services UK-wide and year-round**
- **Offer flexible pricing options**

Please contact us for further information – we will be happy to provide details of clients who will be able to comment on our work

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