

## Networking and relationship-building for career growth

90-minute virtual session

Strong professional networks are one of the biggest predictors of career success. But effective networking isn't about collecting business cards — it's about building genuine, mutually beneficial relationships over time.

This practical session helps participants develop a strategic, authentic approach to networking that enhances their influence, accelerates their growth, and creates long-term opportunities.

### Learning objectives

- Understand why networking is essential for career development
- Explore strategies for building authentic, valuable professional relationships
- Identify how to network effectively both internally and externally
- Learn how to overcome common barriers to networking (eg, discomfort, introversion)
- Develop a personal networking action plan tailored to individual goals

### Session format

Sessions are usually run on Zoom or Teams. Please let us know if you prefer a different platform.

Groups of up to 12 recommended, up to 20 if necessary. Please let us know if you have a larger group and we can tweak the session accordingly.

All participants receive a PDF of the slides, key learning points and pointers to further learning resources.

### Sample timetable

<b>9:00</b>	<b>Welcome and introduction</b> <ul style="list-style-type: none"><li>• Rethinking networking – from transactional to relational</li></ul>
<b>9:15</b>	<b>Why networks matter</b> <ul style="list-style-type: none"><li>• Research and real-world examples of the career benefits of strong networks</li></ul>
<b>9:30</b>	<b>Building genuine connections</b> <ul style="list-style-type: none"><li>• Practical strategies for building trust and adding value</li></ul>
<b>9:50</b>	<b>Overcoming barriers</b> <ul style="list-style-type: none"><li>• How to network comfortably if you're introverted, busy, or sceptical</li></ul>
<b>10:10</b>	<b>Action planning</b> <ul style="list-style-type: none"><li>• Creating a simple networking plan for the next 90 days</li></ul>
<b>10:25</b>	<b>Key takeaways</b>
<b>10:30</b>	<b>Close</b>