OVERCOME THE FEAR OF NETWORKING COURSE OUTLINE	
COURSE CONCEPT	For many people, the thought of networking can be intimidating. Networking is an essential part of building successful relationships to grow your business. Networking is an opportunity to connect with like-minded individuals and 'add value' by sharing knowledge, information, contacts, or referrals. It is a two-way opportunity to build relationships and share information for mutual benefit. Networking occurs face-to-face at meetings, and online on platforms such as LinkedIn and Facebook, to connect with people nationally and internationally. Building an effective network helps develop relationships and contacts that can lead to employment or business opportunities. Networking takes time and effort.
AUDIENCE	For business owners or business development managers who seek to grow their business network.
AIM	Develop confidence to overcome the fear of networking to build confidence and improve your connections to grow your business.
COURSE CONTENT	• Strategies to overcome the fear of networking • Review your beliefs about networking • Address your fears • Strategies to develop networking skills
LEARNING OUTCOMES	Upon completion of the course, participants will be able to: • Identify strategies that will help you overcome your fear of networking • Understand your personal beliefs about networking • Address your fear of networking to build confidence • Effectively prepare before a networking event
LEARNING ACTIVITIES	The **online** course consists of the theory with a range of interactive activities that include: • Experiential learning activities • Individual exercises • Self-evaluation questionnaire • Reflective practices on course content and activities • Viewing video clips with reflections of your learning • Write an Action Plan to achieve your career goals
DURATION	Self-paced learning, approximately 2 hours

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CERTIFICATE	Upon successfully finishing the complete course, students will receive a Certificate of Professional Development .
FURTHER INFORMATION	careercoaching.training hello@careercoaching.training