



# Psychology *of* Networking

*Would you like  
to be an expert  
and confident  
networker?*

NetWORKing – The word WORK is part of networking but effective networking is not easy work for all. Networking is a skill and as with any other skill can be developed through training and coaching. By knowing the tricks and behaviours of successful networking, you can become confident in developing your network to enhance your career opportunities.

In today's collaborative working environment, networking has become integral both internally and externally for organisations. Becoming an expert networker is essential for your career and social development.

By developing their social network with people outside their circle, individuals have been found to be able to gain new perspectives that allow them to develop their careers and open up new opportunities.

## Course Content

- What is networking?
- Benefit of developing social networks
- Different forms of networks
- Analysis of current networking ability
- Understanding networking behaviours and individual differences of others
- Analysis of Social Style
- Behavioural techniques and tips for networking
- Role play



## Learning outcomes

- Awareness of importance of networking
- How to analyse your own and others networking style
- Self awareness of networking skill level and how to improve
- Practical application of networking skills
- Become an expert networker

## Training Delivery

The training can be provided in a one day interactive session which will provide an understanding of how to incorporate networking with personal and organisational goals. Coaching and mentoring is also available for individual training.

## About Clare Mulligan



Clare is an Organisational Psychologist, and has over 20 years of business experience. Clare is an expert networker and will share her experiences, psychological insights and business knowledge to provide a fun and interactive learning experience.



## Aim of Course

- To develop networking skills for individuals
- Education of importance of networking
- Awareness of individual networking skills and styles
- Tools to analyse and develop current social network
- How to match networking goals to personal and organisation goals
- Confidence to apply networking skills to develop individual careers

For further details on networking courses please contact:

Clare on **0861922365**  
or email [clare@claremulliganconsulting.ie](mailto:clare@claremulliganconsulting.ie)

[www.claremulliganconsulting.ie](http://www.claremulliganconsulting.ie)



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