

The Networking Institute **Training Programmes**



**The
Networking
Institute**



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The Networking Institute

Coaching organisations and individuals to reach their full potential through Networking.

The world has changed and building strong and diverse networks is now more important than ever. The Networking Institute Programmes are comprehensive and the participants will learn the value of networking and gain networking skills to achieve personal and professional growth.



Mission of The Networking Institute

The Networking Institute is comprised of a group of committed individuals who have decades of experience working in the critical area of networking. We are passionate about the knowledge we have amassed collectively, and so our mission now is to share this expertise with those who need it most.

In a world where life is a game of inches, soft skills are essential and can be the difference between success and failure. The Networking Institute's Training Programmes equip the participants with the tools to become effective and confident networkers.



The 5 Key Learning Objectives

1. To help participants prioritise networking in both their personal and business lives.
2. To provide participants with a practical process to auditing and building their network.
3. To work with each participant to develop an individualised networking plan.
4. To embed a networking culture within companies.
5. To establish a series of monthly metrics to measure progress.



The 3 Learning Options for you and your team

1. **The Networking Masterclass**
Presentation
2. **The Networking Programme**
Coach led & Online
3. **The Online Networking Course**
Online Only “The Value of Networking”

1. The Networking Masterclass

Presentation

1. The Networking Masterclass.

The objective of the Masterclass is to encourage participants to prioritise building a strong and diverse network and to show them how to do it.

This Masterclass will introduce participants to a precise 4 step process of building their Network and will focus on the implementation of behaviour changes. The Masterclass emphasises that Networking is not a luxury but a necessity, and you can't progress in your life and career without a network. Being better at Networking will be good for you and your organisation.

The Masterclass focuses on these three key questions.

1. Is my Network good enough for where I want to be in the next three years?
2. What do I need to do now to build an effective network?
3. I have a network, but is it the right one?

The Masterclass will include a Networking Resource for each participant.

with:

- Noteworthy points on 'The Essentials of Networking'
- '50 Networking Tips'
- Recommendations for articles, books, and videos relevant to Networking.
- Monthly Metrics – Challenges to build networking skills.

2. The Networking Programme

Coach led & Online

The Networking Programme has been built around the curriculum of our Online Networking Course. But rather than going through all the materials on a self-paced schedule, the Networking Programme is led by a coach, giving the participants an even more in-depth experience spread over 4 Sessions.

Session 1

→ The programme starts with an introduction to “The Value of Networking” along with guidelines for working with the coach to get the maximum benefit from the programme.

Session 2, The Process

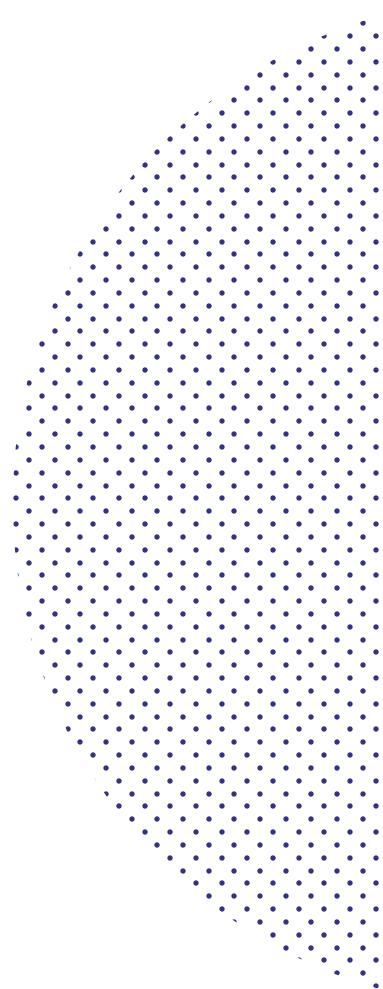
→ Guided by the coach, a precise 4 step process offers you clear step by step action to take to build a strong network.

Session 3, The Principles

→ Networking Principles are a set of tenets that will enable the participant to understand how to become a capable, confident, and competent networker. Recommendations by the coach offer relevant videos, books and articles to support the Networking programme.

Session 4, The Practice

→ The participant will finish with a clear personal networking plan, guided by the coach and in alignment with the company’s networking strategy.



3. The Online Networking Course

Online Only **The Value of Networking**

The Networking Process

1. What is networking?
2. Why is networking so important?
3. The 4 Step process
 - Research
 - Cultivation
 - Asking
 - Solicitation
4. Social Capital

The Networking Practice

1. Personal Brand
2. Characteristics of Great Networkers
3. Problems with Networking
4. Companies and Networking
5. Disruption and a Changed World

The Networking Principles

1. The P.I.E. Theory
2. Trust & Reputation
3. Soft Skills
4. Serendipity
5. Marginal Gains
6. Hi-tech and Hi-touch
7. Harsh Realities
8. Listening

Speaking & Presenting

1. The Value of Speaking & Presenting well
2. Preparation required
3. Delivering the Presentation
4. TED Talk skills

Elements of Engagement

→ Watch and Listen

25 Videos

→ Points of Note

Visual points of note and multiple questions highlight the valuable points of networking.

→ Thought Starters

Questions to get you thinking about your own Networking strategy.

→ Resources

50 Networking Tips.

Monthly Metrics – Personal challenges to connect with your network now.

The Networking Institute

The Team



Kingsley Aikins
CEO

Kingsley Aikins is the founder of The Networking Institute and has a lifetime of involvement in the sector. Born in Ireland, he is an Economics and Politics graduate of Trinity College, Dublin. Kingsley worked for 8 years for IDA Ireland and Enterprise Ireland, based in Sydney. He then was Worldwide CEO of The Ireland Funds for 17 years, based in Boston.

He is a recognised expert on Networking, Philanthropy & Fundraising and Diaspora Engagement.



Claire McDonough
COO

Masters from the Harvard Graduate School of Design, Claire enables the communication of complex concepts simply which is a key factor in the design and strategy of the learning product.

Claire works directly with clients in developing training products that work for companies and individuals.



Renske Ensing
PROGRAMME DIRECTOR

Renske has 20+ years of corporate productivity, project and operations management experience within the education and technology sectors.

Within The Networking Institute Renske is responsible for working with the clients, companies and coaches on delivering the training programmes.



Harp Deighan
DESIGN DIRECTOR

Harp has over 20 years' experience in UX design and graphic design.

Working with The Networking Institute for 10 years, Harp provides creative solutions, specialising in instructional design and branding.

““““

We are moving into a new era of challenge and opportunity, and in this new phase, Networking will be essential. So now is the time to dust off our Networking skills and take a strategic, thoughtful and intentional approach to build strong and diverse networks. Your network can be the difference maker.”

Kingsley Aikins
CEO and Founder,
The Networking Institute

You can sign up here for individual access to
The Online Networking Training Course or contact us
for further information and pricing around group access.
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