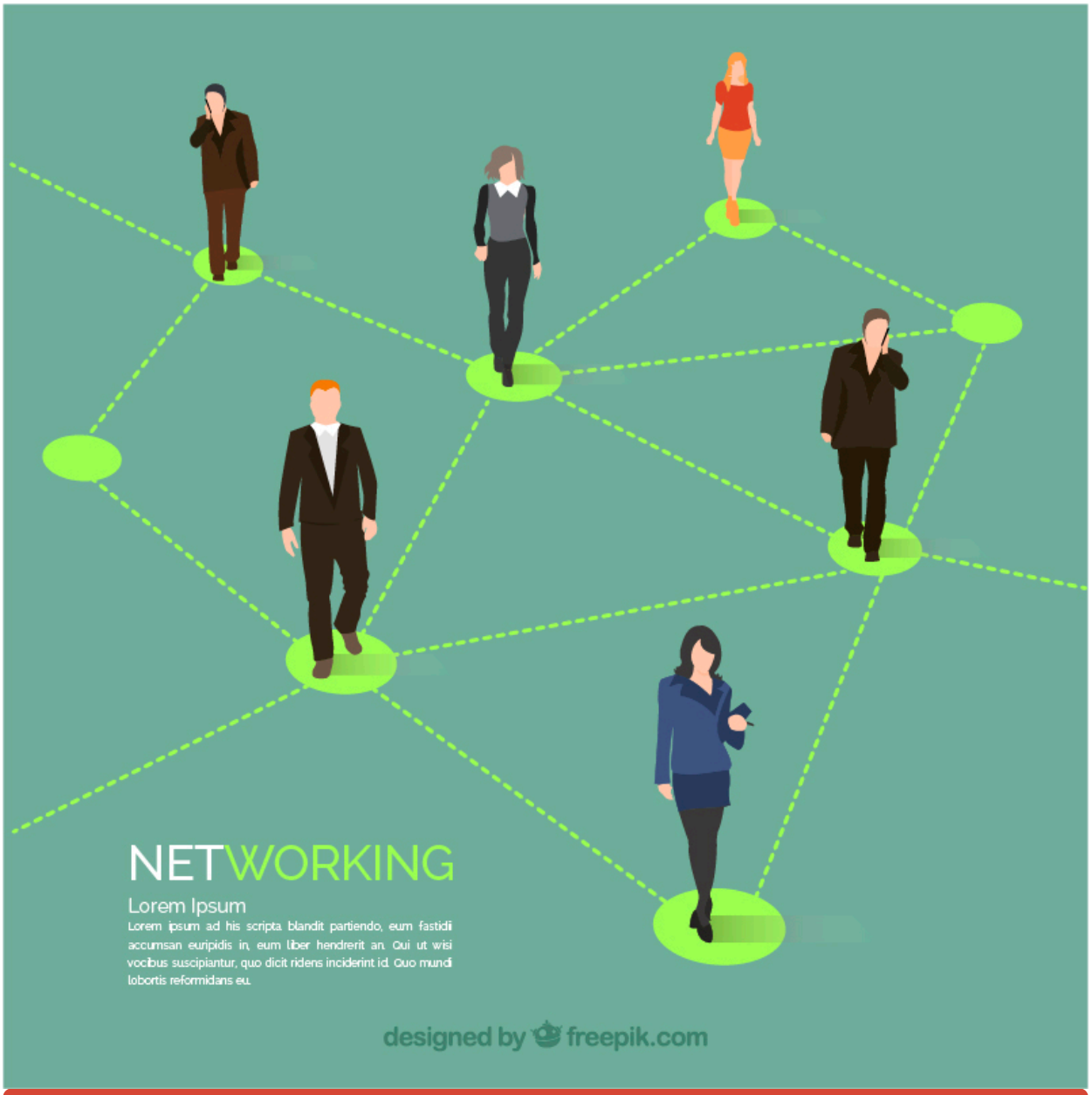


Building Networks as a Leader

Duration: 5 Days

Language: en

Course Code: MG2 - 227

Objective

By the end of this course, participants will be able to:

- Understand the role of networking in leadership effectiveness.
- Differentiate between operational, personal, and strategic networks.
- Build strong relationships that foster collaboration and trust.
- Leverage networks to influence decisions and drive innovation.
- Develop a personal networking strategy aligned with career and organisational goals.

Audience

This course is ideal for:

- Current and aspiring leaders at all levels.
- Managers seeking to expand influence and collaboration.
- HR professionals and leadership development specialists.
- Entrepreneurs and business owners.
- Professionals in roles requiring cross-functional or cross-industry partnerships.

Training Methodology

The course uses a mix of lectures, case studies, and interactive discussions. Participants will map their existing networks, analyse their strengths and gaps, and design strategies to expand and leverage them for leadership success.

Summary

This training course equips leaders with the skills and strategies to build, maintain, and leverage professional networks that drive influence, collaboration, and long-term success. Networking is not only about making connections but also about cultivating meaningful relationships that provide access to resources, knowledge, and opportunities.

Participants will explore the strategic value of networks in leadership, learn how to strengthen both internal and external relationships, and practice techniques for creating alliances that align with organisational goals. The course highlights the role of trust, reciprocity, and visibility in effective networking for modern leaders.

Course Content & Outline

Section 1: The Strategic Value of Networking for Leaders

- Networking as a leadership competency.
- How networks enhance decision-making, problem-solving, and innovation.
- Case studies of leaders who leveraged networks successfully.

Section 2: Types of Leadership Networks

- Operational networks: building internal efficiency.
- Personal networks: gaining mentoring, coaching, and support.
- Strategic networks: influencing direction and creating opportunities.
- Mapping your own networks to identify gaps.

Section 3: Building and Maintaining Strong Relationships

- Principles of trust and reciprocity in networking.
- Communication skills for authentic relationship building.
- Techniques for long-term engagement with key stakeholders.
- Leveraging diversity in networks for broader perspectives.

Section 4: Networking as a Driver of Influence and Innovation

- Using networks to drive change and innovation.
- Influencing through alliances and coalitions.
- The role of networks in advocacy and crisis management.
- Balancing visibility and credibility as a leader.

Section 5: Developing a Personal Networking Strategy

- Setting networking goals aligned with career and organisational priorities.
- Tools and platforms for building professional networks (online and offline).
- Overcoming barriers to effective networking.
- Creating a roadmap for sustainable, strategic networking.

Certificate Description

Upon successful completion of this training course, delegates will be awarded a Holistique Training Certificate of Completion. For those who attend and complete the online training course, a Holistique Training e-Certificate will be provided.

Holistique Training Certificates are accredited by The CPD Certification Service (CPD), and are certified under ISO 9001 and ISO 29993 standards.

CPD credits for this course are granted by our Certificates and will be reflected on the Holistique Training Certificate of Completion. In accordance with the standards of The CPD Certification Service, one CPD credit is awarded per hour of course attendance. A maximum of 50 CPD credits can be claimed for any single course we currently offer.

Categories

Customer Service & Public Relations (PR), Management & Leadership

Tags

Networking Strategy, Networking for Leaders, Leadership Networks

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