Kurs: Networking: Establishing Good Connections for Yourself and for Effective Collaboration

Kategorie Kommunizieren

Isabel Nitzsche

Workshop dates and times:
- Workshops

This workshop is useful for:
- Executives and employees who want to establish resourceful networks for better collaboration.
- Executives and employees who want to communicate more effectively while networking.
- Executives and employees who would like to overcome internal barriers to networking.

What you can learn here:
At the end, the participants will be able to...
- create new connections
- continue networking in a more motivated way and expand their networks
- overcome reservations about networking events
- define their own style of strategic networking
- tackle difficult networking situations
- deal with their network facilitators in an appropriate way
- see networking as an opportunity to develop their potential

Our key topics are:
- What networking means and what it contributes to the professional success of university employees
- Current research findings on networking
- Building a good inner attitude towards networking
- What formal and informal networks are important for higher education staff
- Best strategies for professional networking and maintaining contacts
- Dealing with difficult networking situations
- Taking stock: an overview of one's own networks
- Quality networking: the role of the facilitator
- Strategic development of one's own network
- Networking with representatives of other cultures
- What is important in social networks? Using LinkedIn as an example
- How to communicate actively and successfully in networking situations (e.g. small talk at events)
- How not to neglect self-marketing aspects when networking
- Measuring networking success
- Defining the next networking steps

Working methods:
- Short input sessions
- Individual and small group work
- Case discussions/ best practice
- Reflections
- Transfer discussions
- Simulations
- Collegial case advice
- Visualisation exercises
- Individual feedback from the trainer

Who can participate: All TUM employees
Participation fee: 30 €
Venue: Karlstraße 45, 80333 München, or online (zoom)
Working language: English
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