

Managing Relationships: Facilitation and Networking Skills



Length: 1 days

Audience: Any staff member who needs to develop skills related to building program membership and support, facilitating research activities, hosting effective meetings, presenting ideas, defending proposals, and advancing leads

The emergence of new technologies has only created added challenges to workplace relationship. This workshop is intended to reinforce basic tenants of interpersonal relationship skills. Development of attendee human relations skills will add value to any workplace, program or project.

Objectives:

- Review effective questioning techniques: what questions to ask and when to ask them
- Practice effective listening skills
- List eight questions that foster strong relationships
- Discuss how to manage leads/contacts
- View and apply methods to capture and hold a listener's attention
- Facilitate discussions that get people talking
- Develop methods to connect human networks
- Improve vocal range, tone, and body language to deliver effective presentations
- Establish methods to follow through and execute action
- Expand ability to convince others

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- Customize training to the client's needs
- Coaching (career advancement, study techniques and effective writing skills)
- Conduct individual and program assessment
- Provide law enforcement subject matter expertise
- Project management and consultation
- Prepare private industry for emerging threats

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