Training Outline

Building Your Own High Value Networks

A World Class Development Programme For Leaders and Emerging Leaders in Uncertain Times

This course is formed of four three-hour sessions to be delivered over a four week period culminating in a total of twelve hours learning from a combination of live and online peer-to-peer sessions for Business Leaders and Emerging Leaders build their network, on-board new clients and improve their business and presentational skills.

I.   **Learning Objectives**
       The following objectives should be outlined at the onset of the course in order for participants to work towards these specific outcomes.

   •   Utilize 6th degree networking to create strategically aligned relationships through co-learning, with credible and verifiable referrals and accountability

   •   Develop a framework for effective networking and engagement in those networks

   •   Identify high value, diverse networks with intention of on-boarding new clients

   •   Develop a compelling business case based on both data and narrative which will allow for scrutiny and reflection through group presentation

   •   Engage in parallel learning to develop psychological, social and commercial skills alongside peer group

   •   Develop group engagement in order to build next level, mutually beneficial growth

II.   **Achieving Learning Objectives**
       The Learning Objectives will be discussed and worked towards through each participant preparing and delivering a 30 minute presentation and taking part in a discussion based on their own business narrative. This type of peer-to-peer learning will give all participant the opportunity to have real ownership over their development as business leaders and give them key skills and insight from others course participants.

III.   **Assessment**
       The achievement of these learning objectives shall be assessed through the delivery of a 30 minute presentation and the group discussion following this presentation, the criteria for this is outlined in the PDF 'Presentation Brief'. The course convenor shall assess this on a pass/fail basis relating to the delivery and response to the presentation in relation to the outlined learning objectives.

IV.   **Further Reading & References**
       The Development of a Conceptual Framework for Equality-Based Practice in Organizations is recommended to go hand-in-hand with the course and allows the participants to gain a deeper understanding of the process and learning objectives detailed above. In addition to this, HBR articles listed 'Further Reading' & 'Further Reading 2' with associated HBR articles will be referred to throughout the course and come highly recommended.