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Welcome to this session:

Networking and Relationship Building - Part 1

The session will start shortly...

Any Questions?
Drop them in the questions section.

Safeguarding & Welfare

We are committed to all our students and staff feeling safe and happy; we want to make sure there is always someone you can turn to if you are worried about anything.

If you are feeling upset or unsafe, are worried about a friend, student or family member, or you feel like something isn't right, speak to our safeguarding team:

Ian Wyles
Designated Safeguarding Lead

Simone Botes

Nurhaan Snyman

Rafiq Manan

Ronald Munodawafa

Tevin Pitts

Scan to report a safeguarding concern

or email the Designated Safeguarding Lead:
Ian Wyles
safeguarding@hyperiondev.com

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Democracy
Every person's opinions matter.
Respect
We look after each other.
Tolerance
We accept each other's differences.
British Values
Rule of Law
We keep to the rules.
Liberty
We are free to make choices.

HOUSEKEEPING

Leadership & Management Live Lectures – Housekeeping

- The use of disrespectful language is prohibited in the questions, this is a supportive, learning environment for all - please engage accordingly.
    - ***(Fundamental British Values: Mutual Respect and Tolerance)***
- No question is daft or silly - **ask them!**
- Should you have a question during the lecture, please feel free to **post in the Questions section** and I will respond throughout.

Leadership & Management Live Lectures – Housekeeping

- Activating **live captions** in your browser's accessibility settings is a helpful option for better understanding, especially for those with hearing impairments or challenges with accents.
- For all **non-academic questions**, please submit a query: ***www.hyperiondev.com/support***
- Report a safeguarding incident: ***www.hyperiondev.com/safeguardreporting***
- Should you have any further questions or want to provide us with feedback, please feel free to post them **here.**
- **GitHub Link to access L&M Presentation Slides.**

CONNECTION
before content...

Open Questions...

Question 1

"Think about the most inspiring leader you know; how do you think they built their network? Was it through formal events, casual conversations, or something else?"

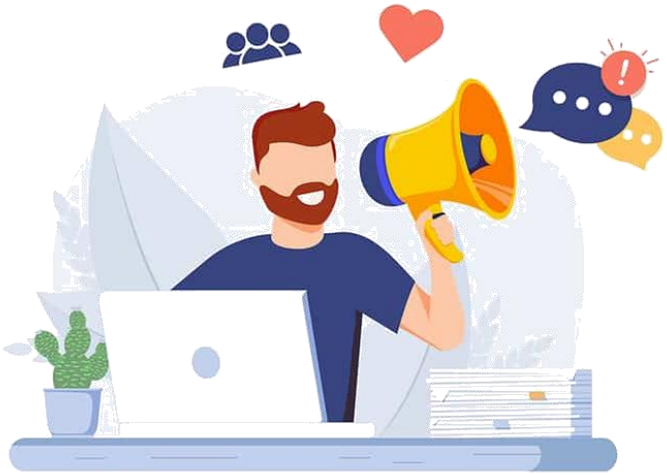
Question 2

"If someone searched for you on LinkedIn right now, what would they learn about you in the first 10 seconds? Does your online presence truly reflect who you are professionally?"

LEARNING
OUTCOMES

Learning Outcomes

- Create a **personalised networking strategy aligning** with leadership styles and organisational goals.
- Use social media platforms to expand professional networks, **enhance online presence**, and engage with industry peers and thought leaders.



THE NITTY GRITTY

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Networking Strategies For Leaders

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NETWORKING STRATEGIES FOR LEADERS

Effective networking is imperative for leadership success, transcending traditional professional boundaries to foster meaningful connections and collaborations.

NETWORKING STRATEGIES FOR LEADERS

Professional networking is the intentional process of building and **nurturing relationships with individuals in your industry or related fields**, with the goal of **mutual support, knowledge exchange, and collaboration**.

NETWORKING STRATEGIES FOR LEADERS

- It extends beyond social interactions, including deliberate efforts to connect with professionals who can offer insights, guidance, and opportunities.

- The significance of networking cannot be overstated, as it plays a critical role in personal and career development, fostering a vibrant and interconnected professional environment.

NETWORKING STRATEGIES FOR LEADERS

Why is networking so important?

1. Opportunity expansion.
2. Knowledge and skill enhancement.
3. Career Advancement.
4. Resource access.
5. Enhanced visibility and credibility.
6. Adaptability and innovation.
7. Support system.

Time To Reflect

1. How can I proactively leverage professional networking to enhance my career opportunities and contribute meaningfully to the broader professional community by sharing knowledge and building collaborative relationships?

NETWORKING STRATEGIES FOR LEADERS

Networking Strategies

1. Authentic connections.
2. Strategic networking goals.
3. Diversify networks.
4. Give before you receive.
5. Utilise digital platforms.
6. Cultivate a personal brand.
7. Attend industry events.

RESPECT

The encouragement of respect through **genuine interest in others** rather than transactional relationships.

This leads to higher levels of inclusivity and **deeper valuing of different perspectives**, regardless of hierarchical status.

LIBERTY

The Cultivate a personal brand encourages professionals **to shape their own identity and leadership style**.

One has the freedom to engage in industries of choice, **build careers on one's own terms**, and share expertise without fear of suppression.

https://www.youtube.com/watch?v=ozMCb0wOnMU

Time To Reflect

1. How can I actively incorporate authenticity into my networking approach to build deeper, more meaningful connections with colleagues and industry professionals?

Midway

Leveraging Social Media for Professional Networking

LEVERAGING SOCIAL MEDIA FOR PROFESSIONAL NETWORKING

In the digital age, social media has evolved from a platform for personal connections to **a powerful tool for professional networking**.

The **ability to connect with colleagues, industry influencers, and potential collaborators on a global scale** has transformed the way professionals build and maintain their professional networks.

LEVERAGING SOCIAL MEDIA FOR PROFESSIONAL NETWORKING

Strategies

1. Building Online Presence.
2. Connecting With Industry Professionals.
3. Sharing Valuable Content.
4. Participating In Online Discussions.
5. Networking Events & Webinars.
6. Personal Branding & Visibility.
7. Utilising Private Messaging.

Time To Reflect

1. How have my engagement, content sharing, and participation in the online community contributed to network growth and professional development?
2. What challenges have I encountered, and how have I overcome them to enhance my online presence and networking effectiveness?

QUESTIONS & ANSWERS

LECTURE CONCLUSION & RECAP

RESOURCES

RESOURCES

Videos:

- ✓ 5 Steps to Building a Personal Brand You Feel Good About | The Way We Work, a TED series

Articles:

- ✓ Personal branding on LinkedIn: An investment that opens up opportunities
- ✓ Engage Your Network and Create Your Personal Brand
- ✓ How to Network on LinkedIn Like a Pro

Thank you for attending

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SKILLS FOR LIFE
SKILLS BOOTCAMPS

Department for Education