## CoGrammar

Welcome to this session:
Networking and
Relationship
Building - Part 2

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



Scan to report a safeguarding concern



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





## **Democracy**

Every person's opinions matter.

## Respect

We look after each other.

## **Tolerance**

We accept each other's differences.





## **Rule of Law**

We keep to the rules.

## Liberty

We are free to make choices.







#### **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: <u>www.hyperiondev.com/support</u>
- 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 <u>here</u>.
- GitHub Link to access L&M Presentation Slides.







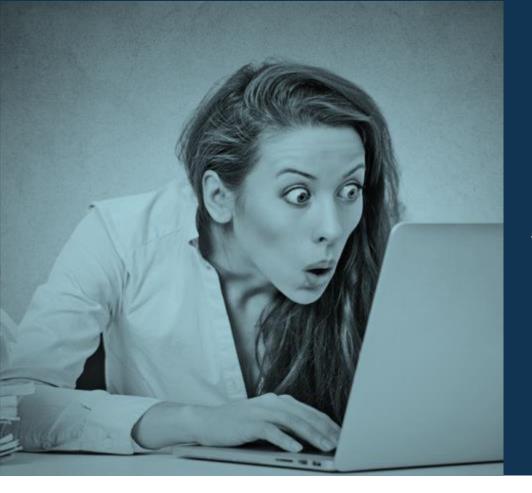




## **Question 1**

"Think about the best professional relationship you've ever had; what made it work so well?"





## **Question 2**

"Have you ever had a disagreement at work that actually made the relationship stronger? What happened?"







#### **Learning Outcomes**



 Acquire the skills to identify key stakeholders, initiate meaningful connections, and nurture long-term industry relationships for collaboration and opportunities.

 Address conflicts in professional relationships, employ effective resolution techniques and foster a positive work environment.



VA LIC







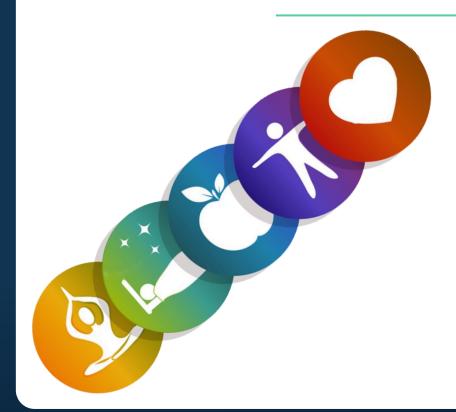


Effective networking is not merely optional, it is imperative for sustained success and growth.

Beyond the initial connections achieved through networking, building and maintaining these relationships is the next critical step.







Effective relationship building plays a pivotal role in fostering positive interactions, creating opportunities, and contributing to overall well-being.



#### BUILDING AND MAINTAINING PROFESSIONAL RELATIONSHIPS

- Enhanced collaboration and 6. Emotional well-being and team dynamics.
  - job satisfaction.
- 2. Increased productivity and efficiency.
- 7. Organisational success and culture.
- 3. Professional growth and development.

8. Conflict resolution and resilience.

- skills.
- Improved communication 9. Professional reputation and credibility.
- 5. Enhanced problem-solving.





1. How have my past experiences in relationship building, both personally and professionally, contributed to my overall success and well-being?



Well established work relationships are the cornerstone of collaboration, productivity, and a positive work environment within the workplace.

Colleagues forge bonds based on trust, respect, and mutual support, fostering effective teamwork and efforts towards shared goals.





These internal relationships are essential for day-to-day operations and foster a sense of belonging, camaraderie, and collective achievement among team members.



Simultaneously, industry connections extend beyond the boundaries of a single organisation, including a broader network of professionals, stakeholders, and influencers within a specific sector or field.



These connections provide access to invaluable resources, insights, and opportunities for growth and advancement.

Industry relationships facilitate knowledge sharing, mentorship, and collaboration on a larger scale, enabling individuals to stay abreast of industry trends, forge strategic partnerships, and propel their careers forward.



#### **WORKPLACE RELATIONSHIP STRATEGIES**

- Authenticity and genuine interest.
  - 2. Communication skills.
  - 3. Consistent and reliable presence.
  - 4. Reciprocity and mutual support.
- 5. Conflict resolution skills.

- 6. Emotional intelligence.
- 7. Boundaries and respect.
- 8. Shared experiences and memories.
- 9. Adaptability and flexibility.
  - 10. Celebrating successes.





- 1. How can strategies like mentorship programs, feedback sessions, cross-functional collaboration, recognition initiatives, and professional development contribute to building a positive and collaborative work culture?
- 2. What adjustments or additional strategies could I consider to enhance further my ability to cultivate meaningful connections in the workplace?



#### **LIBERTY**

Encourage individuals to express their true selves and

respect others' autonomy in professional settings.





Midway





#### **INDUSTRY RELATIONSHIP STRATEGIES**

1. Collaboration on projects.

4. Mentorship and guidance.

- 2. Thought leadership.
- 5. Providing value.

3. Maintaining consistent communication.

6. Adapting to changes.





1. What additional approaches can I implement to enhance my industry relationships further and broaden my professional network?







#### **CONFLICT RESOLUTION IN PROFESSIONAL RELATIONSHIPS**

Conflict is inevitable. How individuals navigate and resolve these conflicts can significantly impact the health of professional relationships and the overall work environment.

Conflict resolution in professional relationships involves addressing disagreements constructively and collaboratively, fostering a positive atmosphere that encourages teamwork and productivity.







#### **CONFLICT RESOLUTION STRATEGIES**

- 1. Open communication. 6. Neutral mediation.
  - 2. Active listening. 7. Emotional intelligence.
- 3. Define the core issues. 8. Focus on the future.
- 4. Collaborative problem- 9. Continuous learning and solving. improvement.
  - 5. Establish clear guidelines.

10. Team building activities.





1. What additional approaches can I implement to further enhance conflict resolution in my team?



#### **RULE OF LAW**

Rules and policies maintain fairness and

assist in preventing misunderstandings.

















#### **RESOURCES**

#### **Videos:**

✓ The Dos and Don'ts of Workplace Conflict

#### **Articles:**

- ✓ How to Build Real Relationships at Work
- ✓ 10 Important Steps for Building Relationships at Work
- **✓ Five Conflict-Resolution Strategies for the Workplace**



# Thank you for attending







