



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



Tevin Pitts

Scan to report a  
safeguarding concern



or email the Designated  
Safeguarding Lead:  
Ian Wyles

[safeguarding@hyperiondev.com](mailto:safeguarding@hyperiondev.com)



**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.*



A group of diverse people, including men and women of various ethnicities, are shown from the chest up, giving thumbs up. They are smiling and looking towards the camera. The image has a teal overlay.

# HOUSEKEEPING

# Leadership & Management Live Lectures – Housekeeping

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- 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

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- 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](https://www.hyperiondev.com/support)
- Report a safeguarding incident: [www.hyperiondev.com/safeguardreporting](https://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

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*“Think about the best professional relationship you’ve ever had; what made it work so well?”*





## Question 2

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



# LEARNING OUTCOMES

## 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.**





# THE NITTY GRITTY



A photograph of three people in an office setting. On the left, a man with a beard and a plaid shirt is seen from the side, looking towards the other two people. In the center, a woman with curly hair is smiling. On the right, another woman with long hair is also smiling and holding a white mug. They are sitting at a desk with a laptop and other office equipment. The background shows a window with a view of a city.

# Building and Maintaining Relationships

## **BUILDING AND MAINTAINING RELATIONSHIPS**

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.





## BUILDING AND MAINTAINING RELATIONSHIPS

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



## **BUILDING AND MAINTAINING PROFESSIONAL RELATIONSHIPS**

1. Enhanced collaboration and team dynamics.
2. Increased productivity and efficiency.
3. Professional growth and development.
4. Improved communication skills.
5. Enhanced problem-solving.
6. Emotional well-being and job satisfaction.
7. Organisational success and culture.
8. Conflict resolution and resilience.
9. Professional reputation and credibility.

# Time To Reflect

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

## BUILDING AND MAINTAINING RELATIONSHIPS

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.**

## BUILDING AND MAINTAINING RELATIONSHIPS

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



## BUILDING AND MAINTAINING RELATIONSHIPS

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.



## **BUILDING AND MAINTAINING RELATIONSHIPS**

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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

1. 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

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Encourage individuals to  
**express their true selves**  
and  
**respect others' autonomy**  
in professional settings.



# Midway



## INDUSTRY RELATIONSHIP STRATEGIES

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1. Collaboration on projects.
2. Thought leadership.
3. Maintaining consistent communication.
4. Mentorship and guidance.
5. Providing value.
6. Adapting to changes.

## Time To Reflect

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# Thriving Women's CONFERENCE



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



# Conflict Resolution in Professional Relationships



## CONFLICT RESOLUTION IN PROFESSIONAL RELATIONSHIPS

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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.

#culture drop

Galen  
EMANUELE

What is up Culture Drop, I am Galen,

## CONFLICT RESOLUTION STRATEGIES

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

# Time To Reflect



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




## RULE OF LAW

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Rules and policies  
**maintain fairness**  
  
and  
  
assist in **preventing**  
**misunderstandings.**



# QUESTIONS & ANSWERS





# LECTURE CONCLUSION & RECAP

# RESOURCES

A monochromatic, teal-toned photograph of a library or study area. In the foreground, an open book lies flat, with a pair of round-rimmed glasses resting on its right page. Behind it, another open book is visible. The background is filled with numerous tall, stacked books, creating a sense of depth and abundance of resources. The lighting is soft, highlighting the textures of the paper and the frames of the glasses.

# RESOURCES

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## 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



**CoGrammar**



Department  
for Education