

Personal Development

# Essential Networking Skills

## Course Details

### Price

£125.00

### Length

1 hour (12:30–13:30)

## Course Overview

This course will offer a range of useful ideas to enable delegates to feel comfortable and confident when in a networking environment.

## Content

- Why are networking skills so essential in business?
- Ways to become successful at networking
- How do I prepare for an event?
- How do I overcome nerves when walking in?
- Meeting the challenge of breaking into conversations
- Ideas for conversation starters

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E: [admin@gta.gg](mailto:admin@gta.gg) | T: 224570 | W: [gta.gg](http://gta.gg)

- Feeling comfortable moving away from a conversation
- Making the best use of a networking event

## Benefits

Networking is a vital component of career growth and is proven to improve the opportunity for promotion. Delegates will learn how to build and sustain mutually beneficial professional relationships, receiving help from others and offering them help in return.

## Next Steps

If you would like to book a place on this course please click on the 'Book Course' button to the right of this page and login or register for a user account to complete your booking(s). Any queries please do not hesitate to contact us via [admin@gta.gg](mailto:admin@gta.gg) or call us on 01481 224570.

## Course Tutor

### Zoe Cousens

Zoë is an Executive Coach based between Guernsey and the Gulf countries, leveraging her 35+ years' experience to help her clients to reach their full potential and achieve their goals. She began her long career in wealth management as one of the first women to work in the London Stock Exchange. Significant roles have included a Portfolio Manager for trust structures, and an Investment Consultant for a global law firm. She has more than 10 years' commercial and NFP Board experience gained in Dubai and Guernsey, as well as Chair and Treasury Committee experience in the UK national charity sector. She has undertaken projects for Guernsey's Government and the Island's Regulator and set up and managed a successful local pension scheme. Zoë is an adviser for start-ups, and being a passionate advocate for financial literacy, she founded the Women's Investment Network and Talking Money Matters to inspire people to become financially knowledgeable. She has achieved a number of professional awards and is a regular speaker at events such as the World Women Leaders Summit and the Wealth Arabia Conference, as well as being interviewed and published in the UK and UAE media.