AIME ASIA PACIFIC INCENTIVES AND MEETINGS EVENT

TYC TRANSFORM YOUR CONVERSATIONS

pcma

Succeeding in business
is all about making connections
Richard Branson, Entrepreneur

Why is networking important?

- **Growing strong relationships** is key to the success of your business.
- **Making good connections** is an important step in building trust for future collaboration.
- **Developing networking skills will help you grow your business** .... listening, asking questions, staying focused and being genuinely interested.
- Networking events, conferences and other forums are key moments in **generating opportunities.**

TYC | TRANSFORM YOUR CONVERSATIONS

Transform Your Networking Conversations
What outcomes from today?

Understand how to connect in a networking conversation

Practice networking with partners you don't know

Get feedback on your impact and your personal style.

Assess your networking conversation skills.

Share your insights and networking best practices.

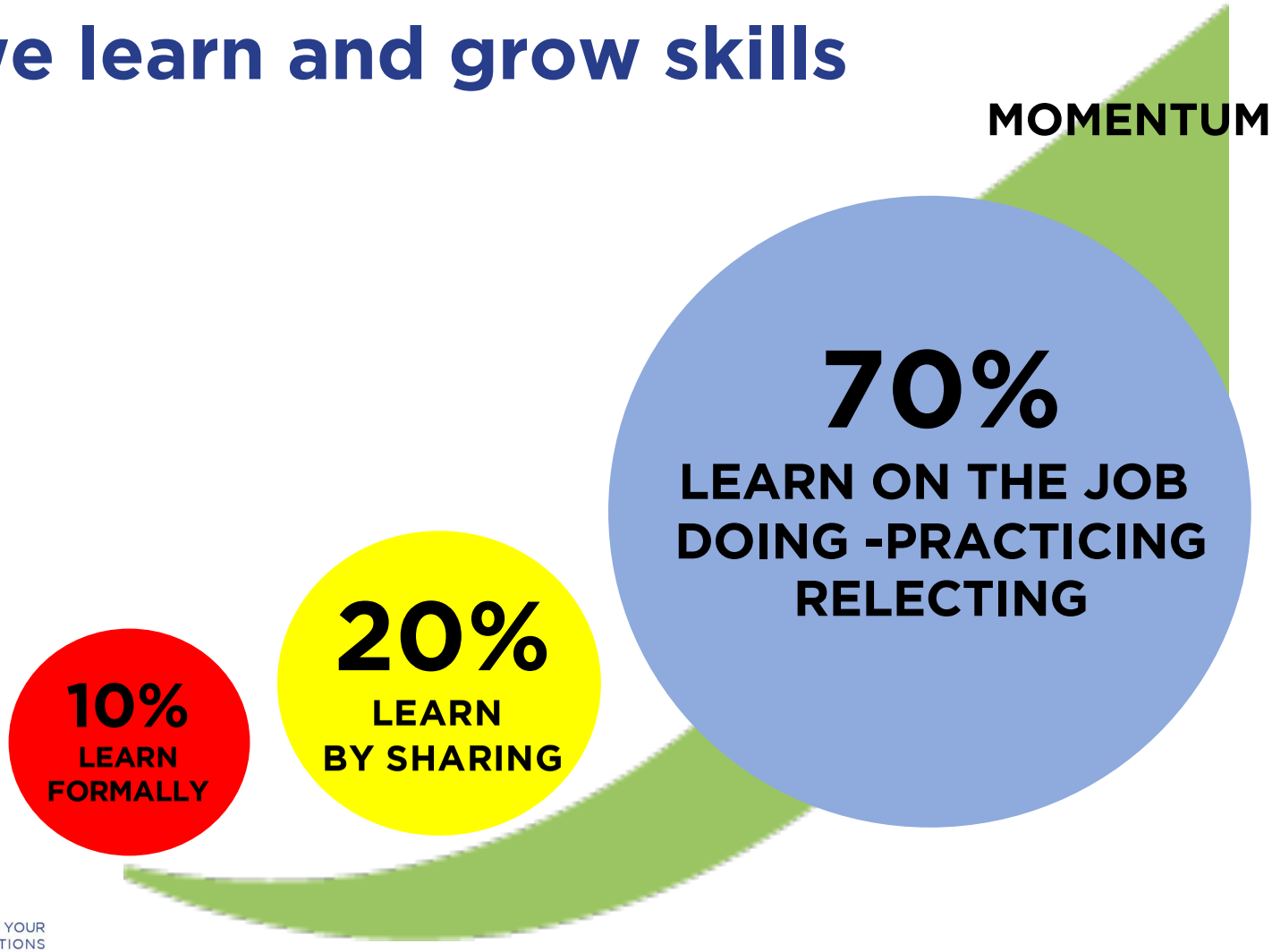
120 Min

10.00 – 11.00
Conversation practice

11.00 – 11.15
BREAK

11.15 – 12:00
More practice
Learning review

How we learn and grow skills



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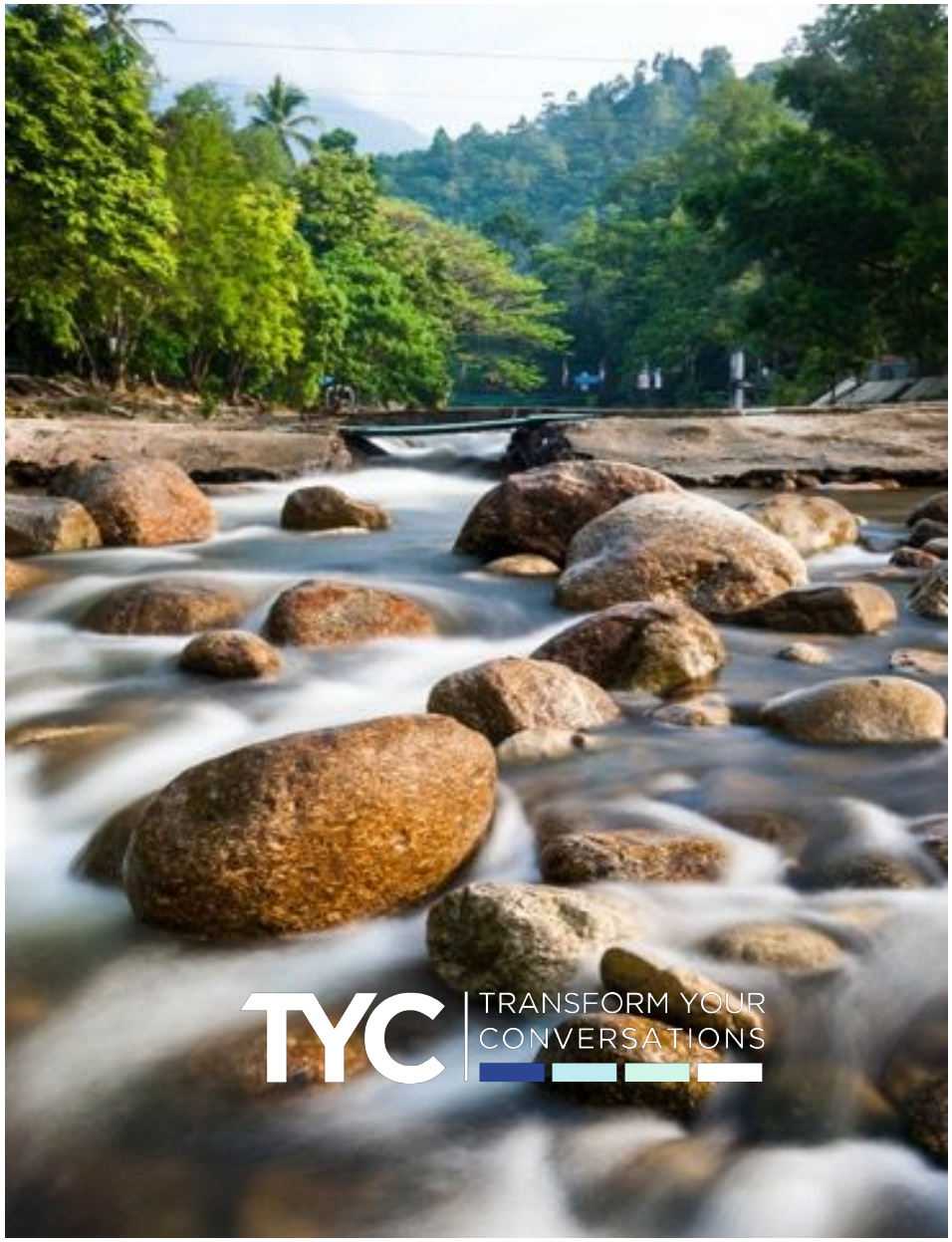
Prepare the 3 conversation questions

1 - Where am I from ?

2 - What do I do ?

3 - What am I passionate about?



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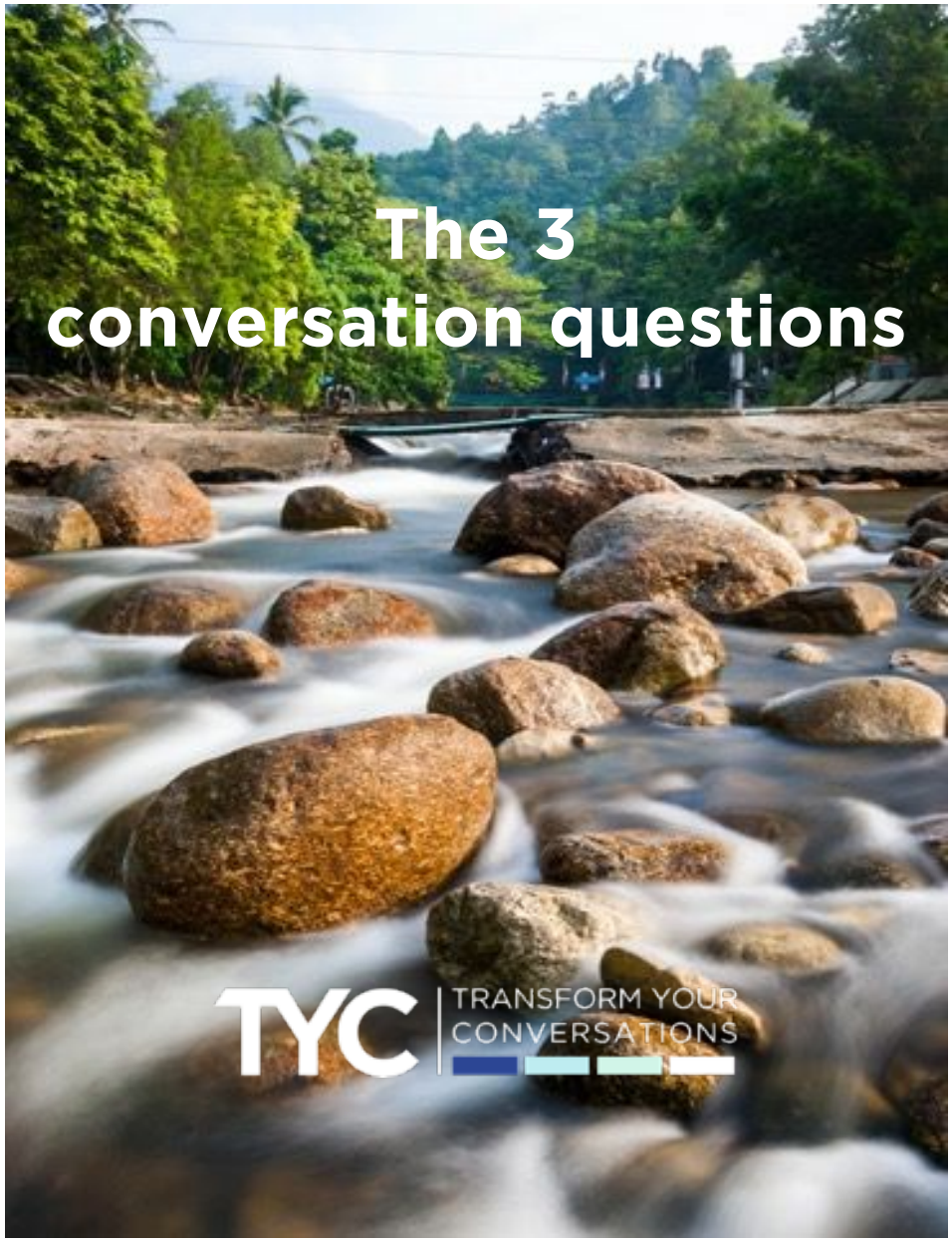
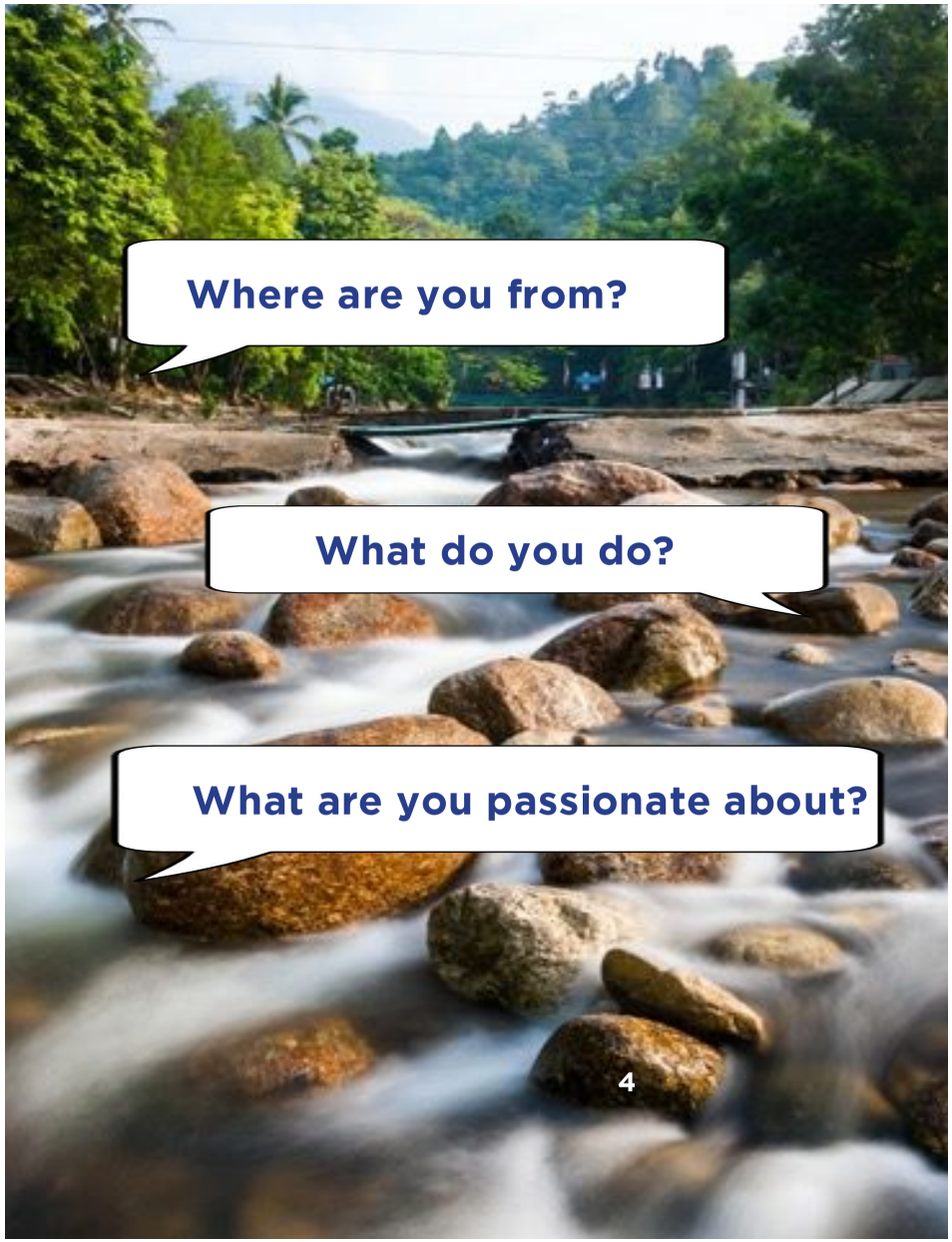


Networking Practice

ROUND 1 **15 MIN**

PART 1 – THE CONVERSATION
10 minutes (5 minutes each way)

- Where are you from?
- What do you do?
- What are you passionate about?



Networking Practice

ROUND 1 **15 MIN**

PART 1 – THE CONVERSATION
10 minutes (5 minutes each way

Where are you from?

What do you do?

What are you passionate about?

PART 2 - DEBRIEF + FEEDBACK
5 minutes (2.5 min each way)

What I really liked

What I suggest you could do more of ...or differently

If you can't measure it,
you can't improve it
Peter Drucker
Founder of Modern Management Theory

NETWORKING CONVERSATION SKILLS EVALUATION

	SCORE 1 - 5	QUESTION	I DO WELL	I COULD IMPROVE
I **IMPACT**		I speak clearly and articulate my words. I use simple language and I am concise. I am confident, smile and maintain eye contact.		

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F **FOCUS**		I am attentive, alert and "In the moment" I am focused on my partner and genuinely interested in their story		

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NETWORKING CONVERSATION SKILLS EVALUATION

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F **FOCUS**		I am attentive, alert and "In the moment" I am focused on my partner and genuinely interested in their story		
S **SKILLS**		I listen actively to understand more about my partner. I ask open questions to probe what I have heard. I reflect back to show my understanding.		

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Networking Practice

ROUND 2 **15 MIN**

PART 1 – THE CONVERSATION
10 minutes (5 minutes each way)

- Where are you from?
- What do you do?
- What are you passionate about?

Networking Practice

ROUND 2 **15 MIN**

PART 1 – THE CONVERSATION
10 minutes (5 minutes each way

Where are you from?

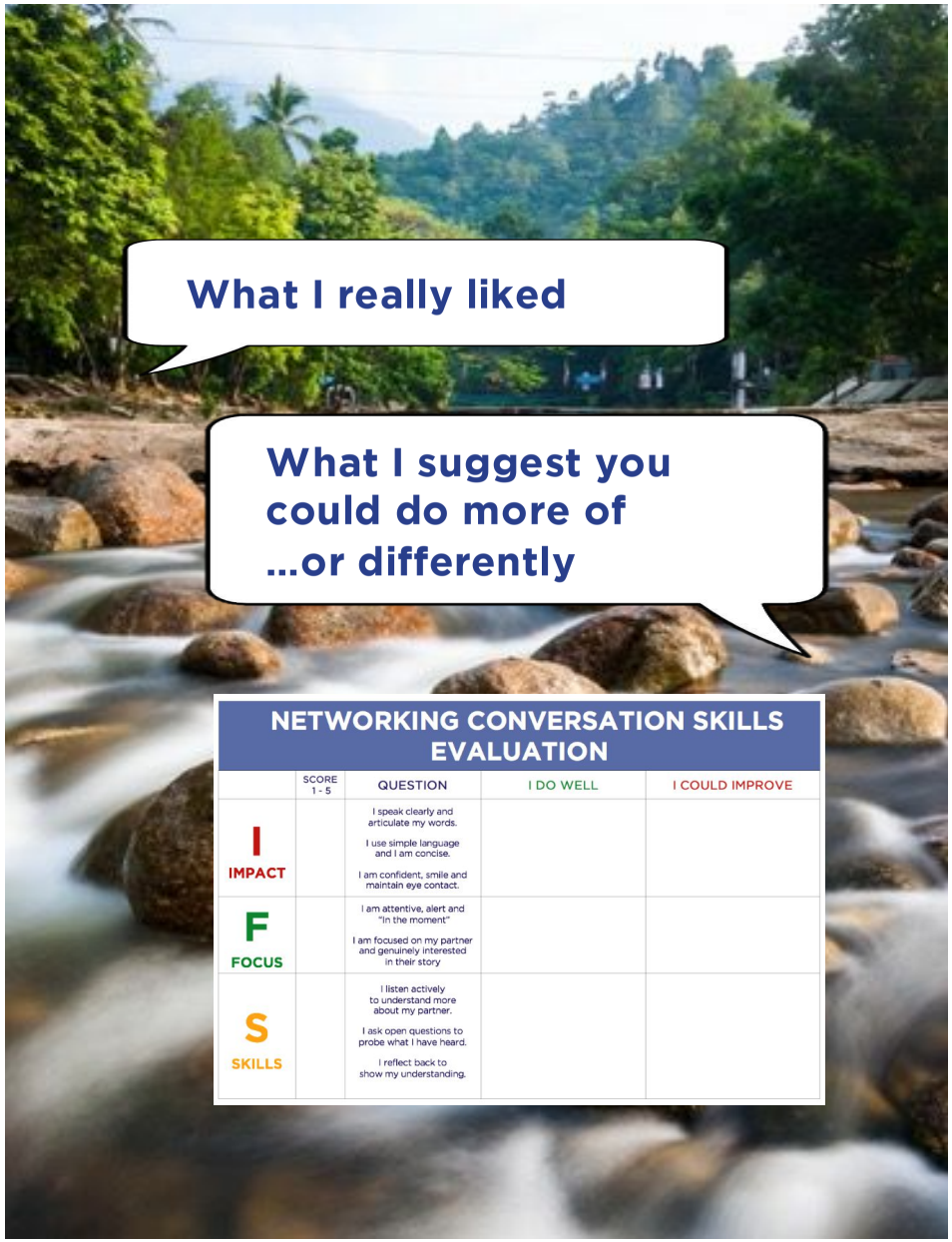
What do you do?

What are you passionate about?

PART 2 - DEBRIEF + FEEDBACK
5 minutes (2.5 min each way)

What I really liked

What I suggest you could do more of ...or differently



NETWORKING CONVERSATION SKILLS EVALUATION

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S SKILLS		I listen actively to understand more about my partner. I ask open questions to probe what I have heard. I reflect back to show my understanding.		

Networking Practice

ROUND 3 **15 MIN**

PART 1 – THE CONVERSATION
10 minutes (5 minutes each way)

- Where are you from?
- What do you do?
- What are you passionate about?

Networking Practice

ROUND 2 — 15 MIN

PART 1 – THE CONVERSATION
10 minutes (5 minutes each way

Where are you from?

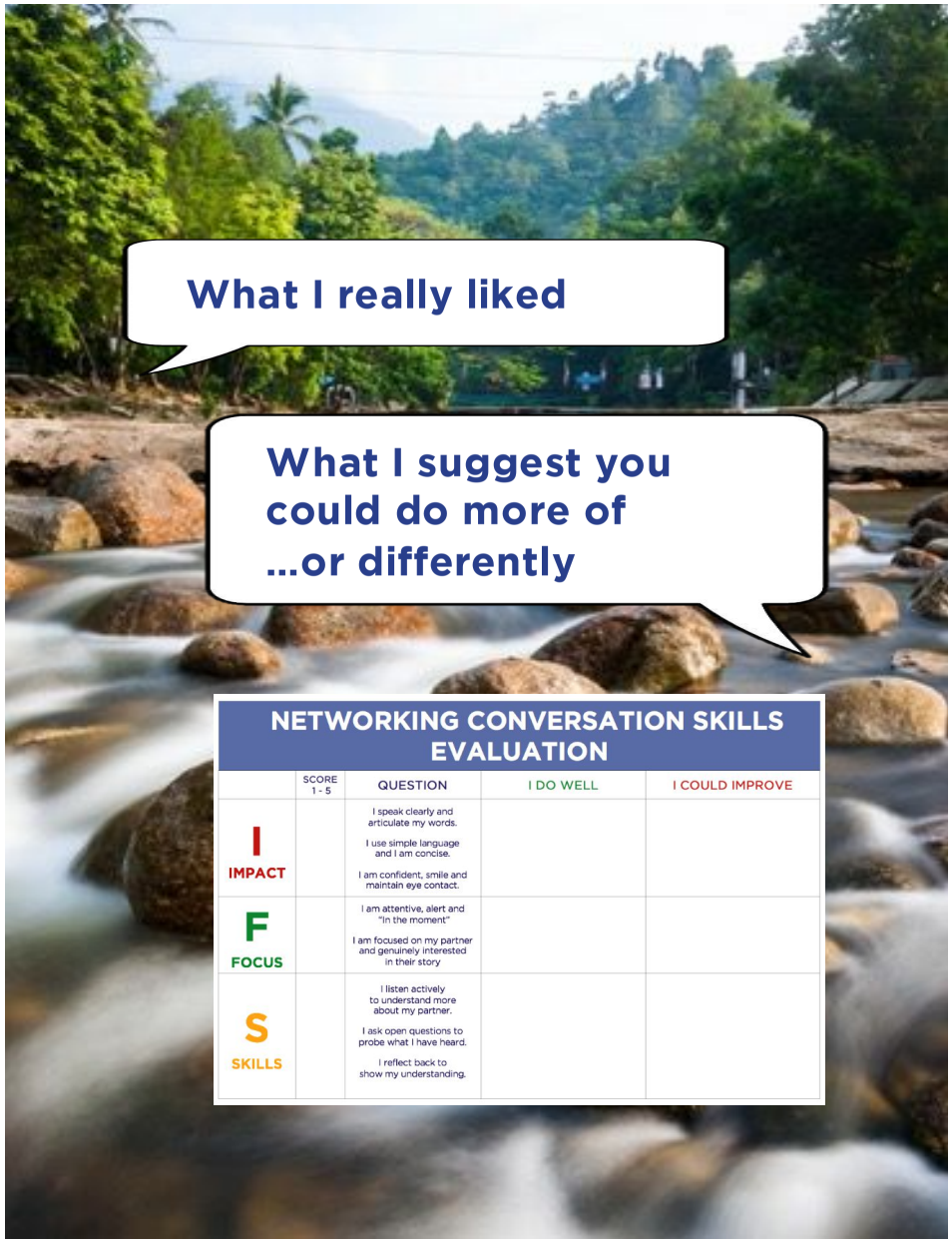
What do you do?

What are you passionate about?

PART 2 - DEBRIEF + FEEDBACK
5 minutes (2.5 min each way)

What I really liked

What I suggest you could do more of ...or differently



Debrief – in small groups

Session Review + Next Steps

USEFUL
What was useful for me in the session today ?

STRENGTHS
What are my strengths in Networking Conversations?

WEAKNESSES
What am I less good at, my weaknesses ?

NEXT
What am I going to do now to Transform my Networking Conversations ?

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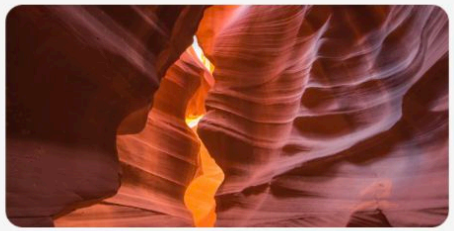
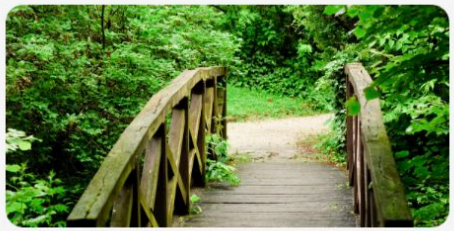


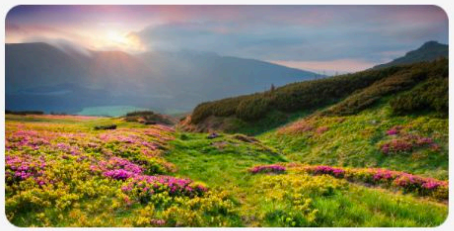
PERFORMANCE CONVERSATIONS

DEVELOP



COACHING CONVERSATIONS

GROW



DEVELOPMENT CONVERSATIONS

ENGAGE

TEAM CONVERSATIONS

ALIGN

NETWORKING CONVERSATIONS

CONNECT

MENTORING CONVERSATIONS

SHARE

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