



TRAINING WORKSHOP

HONE YOUR NETWORKING SKILLS: ADVANCED LEVEL

Tuesday, June 18 from 4 p.m. to 5:30 p.m.

DESAUTELS FACULTY OF MANAGEMENT
Bronfman Building – Room 245
MCGILL UNIVERSITY

The workshop will take place in French

This workshop will cover:

- The four key factors of an effective presence
- How to get nine times as many productive meetings
- How to sell yourself in under five minutes:
 - The four steps in a conversation that achieves its goal
 - Adjusting to the temperament of the person you're speaking to
 - Five top tips for handling objections

Right after the workshop, you'll receive an in-the-field coaching session from the trainer during the Montréal Apéro.

Please note that the training course *Develop the Art of Intelligent and Profitable Networking* is a prerequisite for this workshop.

FOR MORE INFORMATION

Line Leblond

Project Manager, Training

lleblond@ccmm.qc.ca