



Module IV. SOFT

Interpersonal Skills Course

Topic 8. Networking

Lesson 2
How to build long term relationships

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IN THIS LESSON, WE WILL LEARN MORE ABOUT...



1. Networking by putting people ahead of other interests.
2. Take care of and maintain your network of contacts, building long-term relationships.



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1. NETWORKING: PUTTING PEOPLE AHEAD

To carry out **long-term relationships**, it is important that when it comes to relating to yourself, you sincerely **care about the people you know**, so you will better understand their environment and you will be putting the person ahead of other interests.



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1. NETWORKING: PUTTING PEOPLE AHEAD

SOME TIPS FOR MAKE YOUR NETWORKING MORE PERSONAL:

BE AUTHENTIC

THINK ABOUT WHAT HELP YOU CAN GIVE TO PEOPLE YOU HAVE MET

FULFIL YOUR COMMITMENTS

WRITE DOWN THE BIRTHDAYS OF YOUR CONTACTS AND ANY OTHER
PERSONAL INFORMATION

That may be useful to you in treating your colleagues without forgetting that they are people



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2. BUILDING LONG-TERM RELATIONSHIPS



Networking involves work and dedication of time if what you want is to build long-term relationships, and not just have an infinite list of contacts.



Remember that a network of contacts is based on trust and attention from both parties



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CONCLUSION

**HAVING A GOOD NETWORK OF CONTACTS CAN OPEN
MANY DOORS IN YOUR PROFESSIONAL CAREER**



Don't forget that the number is not the important thing, but it is more important that you know how to take care of each one.



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