

Instructor: Catherine R. Gryba**Location:** K W Nasser Centre
256 3rd Avenue South, Saskatoon, SK**Fee:** \$595 + GST

*Includes instruction, course materials, and meals.

To Register:www.edwards.usask.ca/execed

or call 306-966-8686



Networking - The Art of Building Relationships

INTRODUCTION & BACKGROUND

Networking – The Art of Building Relationships will enable participants to learn and practice the skills on how to build and sustain relationships.

Successful leaders and effective networkers build relationships to recognize and create business opportunities, and connect with potential partners for ventures. Networking is a two-way relationship. We ask not only “How can you help me?”, but also “How can I help you?”

In this program, you will learn how to be good at networking by building relationships. You will learn the do’s and don’ts of effective networking and how to build new relationships and sustain them over the long-term.

KEY LEARNING OBJECTIVES

You will strengthen your ability to consistently:

- Develop and monitor your networking goals and identify networking opportunities
- Define yourself and what you have to offer
- Approach networking opportunities mentally prepared and with confidence to make a good first impression
- Have a conversation with someone you have just met
- Benefit others by connecting people and giving glowing introductions
- Sustain the relationships

WHO SHOULD ATTEND?

If you are new to the business world and want to learn how to build relationships and be effective at networking, or if you have been in the business world and still feel like you have “swam in the ocean” after every networking event or meetings, this course is for you.

INSTRUCTOR PROFILE

Catherine R. Gryba



Catherine is a strategic thinker with strong leadership and communication skills. She is an astute professional committed to a high level of quality and service excellence. Prior to establishing her own consulting firm, Catherine was a senior executive with the City of Saskatoon where she acted as a key advisor and strategist for the City Manager regarding corporate issues.

Catherine has built and maintained relationships with a broad range of social and community-based organizations and agencies for information sharing, partnerships, joint ventures and collaborations. Catherine has a commitment to the community of Saskatoon. She has served on many Boards, including the United Way of Saskatoon and area, Shakespeare on the Saskatchewan, and is currently on the Board of Directors for Saskatchewan Blue Cross and the Canada Games Foundation.