

MBA DAY 2023: Workshops lead by alumni & learners (Afternoon)

The Art of Networking: Knowing & Interacting with your Clients by Mr Benjamin DUMONT

This workshop will be presenting the art of networking and understanding clients. Attendees will learn practical tips and strategies for effective networking, including identifying client needs, tailoring approaches, and communicating effectively to build strong relationships. Benjamin will also cover techniques for breaking the ice, making memorable first impressions, and maintaining and strengthening relationships with clients. By the end of the keynote, attendees will have a better understanding of how to connect with potential clients, build relationships, and network effectively.