

## NETWORKING

Great networkers will tell you it's a critical part of a successful career or business. If you have an event, information session or training course coming up, tell My Career. Who knows where the opportunities may lead?

If you're after ideas to boost effectiveness and profitability, Helen MacDonald, managing director of MACS Results, will speak on the topic "Juiced Up Business" at a lunch on Friday, March 16. To be held at the Grand Hyatt Melbourne, 123 Collins Street, from 12 to 2pm. RSVP by Tuesday. For more information, go to [networkcentral.com.au](http://networkcentral.com.au), phone 1300 667 075 or email [breakfast@networkcentral.com.au](mailto:breakfast@networkcentral.com.au).

Organisational psychologist and consultant on leadership and performance Christopher Shen (above right) will present "Staff Motivation: How to understand, motivate and energise your staff" on Wednesday, March 21, from 6pm to 8.30pm, at Management House in St Kilda. This Australian Institute of Management (Victoria and Tasmania) event will examine how to motivate people in a period of rapid growth and change. Details and bookings: [aimvic.com.au](http://aimvic.com.au).



Shane Freeman (pictured below right), ANZ's group general manager of people capital, will speak at a Committee for Economic Development of Australia (CEDA) event on Thursday, March 22. To be held in the CEDA boardroom, 136 Exhibition Street, Melbourne, from noon for 12.30 to 2pm, book at [ceda.com.au](http://ceda.com.au) or phone 9652 8410.

CEDA will host a forum, "Renewable energy, renewable development: a mechanism for economic growth", on March 28. Participants will learn about the latest policy and market developments and gain insights from key decision-makers in renewable energy. To be held at Zinc at Federation Square, from 8.30 for 8.55am to 12.20pm, followed by lunch, the keynote speaker will be Peter Batchelor (above right),

Victoria's Minister for Energy and Resources. Register at [ceda.com.au](http://ceda.com.au). For queries, contact Zofia on (03) 9652 8400 or email [ZofiaZ@ceda.com.au](mailto:ZofiaZ@ceda.com.au).

A workshop on the art of self-promotion, in East St Kilda on Friday, March 23, will look at ways to attract customers; how to convert inquiries; how to sell yourself; timing; and following through. For inquiries, go to [qttransformation.com](http://qttransformation.com) or contact the presenter, Vesna Grubacevic, on 0411 479 256 or email [vesna@qttransformation.com](mailto:vesna@qttransformation.com).

Practical social network analysis, a technique of analysing and exploring social networks, and skills and techniques for facilitating organisational change,



will be looked at during a two-day workshop in Melbourne on March 22 and 23. Aimed at HR managers, consultants and facilitators, the convenor will be Andrew Rixon, director, consultant

and lead researcher of Anecdote, a management consulting company specialising in narrative approaches for organisational learning, change and development. For details, contact Dr Rixon on 0400 352 809 or email [andrew@babelfishgroup.com](mailto:andrew@babelfishgroup.com).

Directions — Link Recruitment's PA & EA Network will hold a breakfast seminar at Crown Towers on Wednesday, March 28, from 7 for 7.30 to 9am. This is open to personal and executive assistants in any industry. Entitled "Three seconds to impact — first impressions are formed in seconds", the presenter will be Helen Robinett, from Image Quest. The cost is \$45 per person. For a registration form, email [acisternino@linkrecruitment.com.au](mailto:acisternino@linkrecruitment.com.au).

Send information for Networking to [vgurvich@theage.com.au](mailto:vgurvich@theage.com.au)