

Arena NETWORKING NAVIGATOR



ARENA NETWORKING NAVIGATOR PROGRAMME 2026

Six-session hybrid course blending expert-led online learning, in-person learning and the opportunity to apply key skills learned at two dedicated Arena face to face events.

The Arena Networking Navigator is a programme designed to equip rising professionals in the foodservice and hospitality sector with the essential skills to build meaningful, career-defining connections.

The initiative has been born from a recognised industry need and the programme addresses a growing skills gap among early career professionals who sometimes miss out on formative in-person networking experiences. The programme, created by Arena in partnership with leading coaching company Performance Works International and William Murray PR & Marketing is designed to provide practical tools, build confidence and fast-track participants' ability to form relationships that drive commercial value and professional growth.

THE PROGRAMME – KEY LEARNINGS

Starting in February 2026, course content includes:-

An introduction to Networking * – the importance of networking, the art of the introduction, what makes a good networker.

Honing Your Elevator Pitch * – breaking the ice, crafting your elevator pitch, in person networking versus online, preparing for a networking event.

Arena Futures Live Event ** – in-person learning session and live Arena Futures event giving delegates the opportunity to practise the skills they've learned with their industry peers whilst hearing from key industry speakers.

Networking 101 * – How Do I break into a group, exit a conversation, steer the conversation, follow up, approach someone I do not know.

Live Arena Event Preparation * – review targets and objectives, practice introductions, Top 10 Practical Tips for Arena's Savoy Lecture event.

Arena Savoy Lecture ** – in-person learning session and the opportunity to attend Arena's most prestigious event of the year – the Arena Savoy Lecture at The Savoy, London.

Graduation Ceremony ** – delegates will be invited on stage at Arena's Savoy Lecture to receive their graduation certificate.

** two hour online learning*

*** face to face learning and live Arena events*

Total Cost for all the above including Arena Futures Event and Arena's Savoy Lecture: £950 + vat

www.arena.org.uk

PROGRAMME 2026



For course dates and further information contact:

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