

TOPICS – BUILDING RELATIONSHIPS

1 YOU ARE IN A ROOM WITH A GROUP OF PEOPLE WHO DON'T KNOW EACH OTHER. DO YOU:

- a) introduce yourself?
- b) introduce a topic of conversation?
- c) wait for someone to say something?

2 WHEN YOU ARE INTRODUCED TO PEOPLE, DO YOU REMEMBER THEIR:

- a) name?
- b) face?
- c) clothes?

3 ON FESTIVE OCCASIONS, E.G. NEW YEAR, DO YOU:

- a) send greeting cards to everyone you know?
- b) reply only to cards received?
- c) send e-mails?

4 DO YOU THINK SMALL TALK IS:

- a) enjoyable?
- b) a waste of time?
- c) difficult to do well?

5 DO YOU PREFER:

- a) to socialise with colleagues only if you have to?
- b) to socialise often with colleagues?
- c) not to socialise with colleagues?

6 DO YOU LIKE TO HAVE CONVERSATIONS WITH:

- a) people who share your interests?
- b) almost anyone?
- c) people who are your social equals?

1. What are the most important relationships for you a) at your place of work b) outside your place of work? Why?
2. Networking is defined as “the process of trying to meet new people who might be useful to you in your job, often through social activities”. Do you have a professional network? How did you develop it? How has it been beneficial to you? Give an example.
3. What advice would you give to someone trying to develop business relationships in Sweden?
4. In your experience, are certain nationalities better at building relationships than others? If so, which ones?
5. Give an example of a company you know which is good at building relationships with its customers. How do they do this?