



Consulting and Training | Reach New Heights

Course Name

Enhanced Networking Skills

Sector Name

Interpersonal Skills and Self Development

Document Type

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Enhanced Networking Skills

Course Introduction

Effective networking is a key driver of professional success, allowing individuals to create opportunities, build meaningful relationships, and advance their careers.

BOOST Consulting and Training presents this comprehensive **three-day** course designed to equip participants with the skills to connect confidently, communicate effectively, and build a strong professional network. Through interactive discussions, role-playing exercises, and real-world scenarios, participants will learn practical strategies to navigate networking events, leverage digital platforms, and maintain valuable connections.

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Enhanced Networking Skills

Target Audience

- ✓ Professionals looking to expand their business and career opportunities.
- ✓ Sales and business development executives aiming to strengthen client relationships.
- ✓ Leaders and managers who want to enhance their influence and connections.
- ✓ Anyone who wants to network more effectively in professional and social settings.

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Learning Objectives

- ✓ Develop a strong personal networking strategy aligned with career goals.
- ✓ Build confidence in initiating and maintaining professional relationships.
- ✓ Master techniques for effective introductions, conversations, and follow-ups.
- ✓ Leverage social media and online platforms to expand their professional network.
- ✓ Navigate networking events and business gatherings with ease and professionalism.
- ✓ Strengthen long-term connections for career growth and business development.

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Enhanced Networking Skills

Course Outline

✓ 01 Day One

The Foundations of Effective Networking

- ✓ Understanding the power of networking: Why relationships matter.
- ✓ Identifying personal networking goals and strategies.
- ✓ The psychology of first impressions: Body language, tone, and confidence.
- ✓ Crafting a compelling personal introduction (elevator pitch).
- ✓ Overcoming networking anxiety and building a confident mindset.

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Course Outline

✓ 02 Day Two

Advanced Communication and Relationship-Building Techniques

- ✓ The art of active listening: How to engage and connect meaningfully.
- ✓ Mastering the flow of conversations: Asking the right questions.
- ✓ Networking etiquette: Dos and don'ts of professional interactions.
- ✓ Digital networking: Using LinkedIn and other platforms effectively.
- ✓ Building rapport and credibility in diverse cultural settings.

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Course Outline

✓ 03 Day Three

Leveraging and Sustaining Your Professional Network

- ✓ Follow-up strategies: Keeping in touch without being intrusive.
- ✓ Managing and organizing contacts for long-term relationship building.
- ✓ Strategic networking: Identifying and connecting with key industry influencers.
- ✓ Attending networking events: Preparation, engagement, and post-event actions.
- ✓ Using storytelling and personal branding to stand out.

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Confirmed Sessions

FROM	TO	DURATION	FEES	LOCATION
Feb. 1, 2027	Feb. 3, 2027	3 days	3250.00 \$	UAE , Dubai
Sept. 7, 2026	Sept. 9, 2026	3 days	3250.00 \$	UAE , Dubai
Nov. 15, 2026	Nov. 17, 2026	3 days	3250.00 \$	KSA , Dammam
June 14, 2027	June 16, 2027	3 days	4950.00 \$	Switzerland , Zurich

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