



Interpersonal Skills and Self Development

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.

Target Audience

This course is ideal for:

- 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.

Learning Objectives

By the end of this course, participants will be able to:

- 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.

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.

• 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.

• 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.

Confirmed Sessions

FROM	TO	DURATION	FEES	LOCATION
June 2, 2025	June 4, 2025	3 days	4950.00 \$	Switzerland - Zurich
Sept. 1, 2025	Sept. 3, 2025	3 days	3250.00 \$	UAE - Dubai
Nov. 9, 2025	Nov. 11, 2025	3 days	3250.00 \$	KSA - El Dammam