



CENTRAL BANK OF EGYPT  
Egyptian Banking Institute

# Power Networking: Strategies for Lasting Relationships



8 Hours



In-Class

Center of **Excellence** and **Knowledge Hub**

[www.ebi.gov.eg](http://www.ebi.gov.eg)

**Course Description:**

In today's interconnected world, effective networking is essential for personal and professional success. This comprehensive training program is designed to equip participants with the skills and strategies needed to build and maintain meaningful relationships both inside and outside the workplace. Through a combination of interactive workshops, role-playing scenarios, and practical exercises, participants will learn how to enhance their networking skills, leverage social platforms, and create a robust professional network.

**Target Audience:**

This course is designed for professionals across all departments/levels.

**Course Objectives:****By the end of the course, participants will be able to:**

- Identify the various benefits of networking, including connection-building, knowledge-sharing, and opportunity enhancement.
- Analyze common obstacles to effective networking, such as personality traits, cultural barriers, and time constraints.
- Demonstrate effective networking principles by focusing on relationship-building, active listening, and value offering.
- Implement strategies for meeting new people and fostering professional relationships both in-person and online.
- Develop a personal action plan to cultivate professional relationships while avoiding assumptions and focusing on mutual benefit.

**Course Outlines:****Module One: The Benefits of Networking**

- Gain Connections
- Share Knowledge
- Increase Opportunity
- Improve Image
- Create a Solid Network
- Meet Strategic Alliance Partners
- Generate Leads
- Position Yourself

**Module Two: Networking Obstacles**

- Confusion about the Definition of Networking
- Personality Traits
- Cultural Barriers
- Personal Pride
- Time Constraints
- Saying the Wrong Thing
- Where to go to Network
- Fear of Rejection

### **Module Three: Networking Principles**

- Relationships
- Listen
- Offer Value
- Build Trust
- Develop Contacts
- Organize Your Contacts
- Follow-Up
- Maintain Relationships

### **Module Four: How to Build Networks**

- Meet New People
- Be Polite
- Follow up
- Allow Relationships to Develop Naturally
- Physical Networking Groups
- Attend Networking Events
- Social Networking Sites
- Create Networking Referral List

### **Module Five: Common Networking Mistakes**

- Not Meeting New People
- Not Following Through
- High Expectations
- Being Unprofessional
- Taking Before Giving
- Assumptions
- Reaching too High
- Assuming Tools Create Connections

### **Course Duration**

1 Day - 8 hours  
09:00 AM - 5:00 PM

### **Delivery Method**

In-class

### **Assessment Strategy**

Participation  
Group Exercise  
60 % Cut of a score of total grades which is  
"100"

### **Course Language**

Material: English  
Instruction and Explanation: Bilingual (EN<>  
AR)

### **Prerequisites:**

None

HOTLINE  
**15200**  
One number to better serve you!

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