

Professional Networking, Elevator Pitch and Personal Introduction Skills

Corporate Communications

Course Overview

Professional Networking, Elevator Pitch and Personal Introduction Skills: a 5-day professional training course from LTC Consultants, delivered in-classroom...

What You Will Achieve

- Explain the core principles and current good practice in Networking, Elevator Pitch and Personal Introduction Skills
- Apply practical tools and techniques for Networking, Elevator Pitch and Personal Introduction Skills in your own organisation
- Analyse real-world scenarios and select the right approach with confidence
- Avoid the common pitfalls that undermine Networking, Elevator Pitch and Personal Introduction Skills in practice
- Build a personal action plan to implement what you have learned

Who Should Attend

Marketing, communications, PR and sales professionals, and managers responsible for brand, reputation or revenue growth.

Course Outline

1. Foundations of Networking, Elevator Pitch and Personal Introduction Skills: principles, terminology and context
2. The business case: why Networking, Elevator Pitch and Personal Introduction Skills matters to performance
3. Core tools, frameworks and methods
4. Applying the tools: guided case study and exercises
5. Common pitfalls and how experienced practitioners avoid them
6. Working with stakeholders: communication and influence
7. Measuring results and continuous improvement
8. Personal action planning and course review

Upcoming Dates and Fees

DATES	VENUE	FEE (PER DELEGATE)
9 to 13 Nov 2026	Nairobi	\$1,395
16 to 20 Nov 2026	Kampala	\$1,550
30 Nov to 4 Dec 2026	Durban	\$1,550

7 to 11 Dec 2026

Accra

\$1,550

LTC Consultants

Suite 601, Block 2, Monument Office Park, 79 Steenbok Ave, Monument Park, Pretoria, 0181, South Africa
+27 68 403 2806 | info@ltcconsultants.net | ltcconsultant.co.za

Every delegate receives a Certificate of Attendance. Group and in-house rates available on request.