Professional Networking, Elevator Pitch and Personal Introduction Skills

Corporate Communications

Course Overview

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

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)
28 Sep to 2 Oct 2026	Lusaka	**$1,450**
5 to 9 Oct 2026	Maputo	**$1,550**
19 to 23 Oct 2026	Johannesburg	**$1,650**

26 to 30 Oct 2026	Cape Town	**$1,550**
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
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Every delegate receives a Certificate of Attendance. Group and in-house rates available on request.