

TRAINING SPRINTS

HUMAN INTELLIGENCE

IMPROVE YOUR DECISION QUALITY WITH THE POWER OF NETWORKS

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| LECTURER | Luca Signoretti |
| LENGTH | 3h |
| LEARNING GOAL | Learn how to improve your decision quality as an investment professional by building your most effective professional networks |
| PS FRAMEWORK | Behavior / Individual |
| CPD ACCREDITED | Yes (3 credits) |
| LANGUAGE | English (on-demand in French and Italian) |
| BENEFICIAL FOR | All investment professionals |
| SPRINT STRUCTURE | 90min input + 60min deliberate practice, reflection and implementation planning |
| FORMAT | Online (Zoom or Awarenow) |
| COSTS | EUR 250 per participant |
| MINIMUM SIZE | 6 participants (even number for role-plays pref.) |

JUNE 2nd , 2021 / 9 - 12 AM GMT / [REGISTRATION HERE](#)

DESCRIPTION

In times of disruptive transformation, we need all the support we can get to keep on delivering top results. Well designed professional networks provide an additional source to improve your productivity and put you ahead of your peer.

Learn how to put the power of networks on your side by being introduced to best practices on sourcing the critical support from the people who can help you the most.

PROGRAM

PART ONE

BEST PRACTICES (90min)

- The best strategic approach to build your most helpful networks
- The psychological laws of how to connect with others
- Where to meet the perfect members of your ideal network
- The most effective process of relationship building
- How to keep your network relationships alive over time

PART TWO

BREAK (10min)

DELIBERATE PRACTICE (60min)

Participants will apply the best practices in 1-2-1 role-playing exercises to get more comfortable with their implementation.

LESSONS LEARNED (10min)

NEXT STEPS (5min)

FEEDBACK FORM (5min)