



# TRAINING SPRINTS

## HUMAN INTELLIGENCE

### STRATEGIC NETWORKING PRINCIPLES FOR INVESTORS

<b>LECTURER</b>	Luca Signoretti
<b>LENGTH</b>	1.5h
<b>LEARNING GOAL</b>	Learn how to improve your decision quality as an investment professional by building your most effective professional networks
<b>PS FRAMEWORK</b>	Behaviour / Group
<b>CPD ACCREDITED</b>	Yes (1.5 credits)
<b>LANGUAGE</b>	English (on-demand in French and Italian)
<b>BENEFICIAL FOR</b>	All investment professionals
<b>SPRINT STRUCTURE</b>	45min input + 45min deliberate practice, reflection and implementation planning
<b>FORMAT</b>	Online (Zoom)
<b>COSTS</b>	EUR 149 per participant
<b>MINIMUM SIZE</b>	6 participants (even number for role-plays preferred)

**May 11th, 2023 /3 p.m. – 4,30 p.m./**

### DESCRIPTION

Increasingly complex and uncertain market environments require robust professional networks to enrich and improve your decision-making and put you ahead of your peers.

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 (45min)**

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

#### PART TWO

##### **DELIBERATE PRACTICE (25min)**

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

##### **LESSONS LEARNED (10min)**

##### **NEXT STEPS (5min)**

##### **FEEDBACK FORM (5min)**

