Boardroom Networking and Influence Training Course

Professional Development Training Course Outline

Category	Corporate Governance	**Duration**	5 Days
Base Fee	$1,500 USD	**Delivery Mode**	Online / On-site Hybrid

Course Introduction

In today’s dynamic corporate landscape, effective boardroom networking and influence skills are critical for leaders aiming to drive organizational success and strategic decision-making. Boardroom Networking and Influence Training Course equips participants with the advanced communication, interpersonal, and leadership techniques required to build meaningful professional relationships, establish credibility, and wield influence in high-stakes environments. Through a combination of practical exercises, real-world case studies, and interactive learning methods, participants will learn how to navigate complex organizational structures, identify key decision-makers, and leverage their presence to achieve desired outcomes.

This course emphasizes the development of strategic networking strategies, persuasive communication, and stakeholder engagement skills tailored for boardroom contexts. Participants will gain insights into behavioral dynamics, negotiation tactics, and influence psychology, enabling them to effectively contribute to corporate governance, drive initiatives, and enhance professional visibility. By blending theory with actionable practice, the course ensures that learners leave with tangible skills applicable to real-world boardroom situations and leadership scenarios.

Programme Curriculum

Boardroom Networking and Influence Training Course

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Course Objectives

1. Master advanced networking strategies for executive-level engagement.
2. Develop persuasive communication skills to influence decision-making.
3. Understand organizational behavior and power dynamics in boardrooms.
4. Build credibility and professional presence in high-stakes meetings.
5. Enhance strategic thinking for stakeholder engagement and influence.
6. Apply psychological principles of influence to real-world scenarios.
7. Strengthen negotiation skills for boardroom and executive discussions.
8. Learn conflict resolution techniques for executive interactions.
9. Improve decision-making skills through collaborative boardroom practices.
10. Identify key decision-makers and map influence networks.
11. Create personalized influence strategies for career advancement.
12. Integrate ethical influence practices into corporate governance.
13. Utilize digital networking tools to extend boardroom influence globally.

Organizational Benefits

- Strengthened executive-level communication across departments.
- Enhanced ability to influence key strategic decisions.
- Improved collaboration among senior leadership teams.
- Increased organizational reputation through effective external networking.
- Higher retention of top talent through leadership development.
- Enhanced negotiation outcomes with stakeholders and partners.
- Reduced conflict and improved consensus-building at executive levels.
- Elevated corporate governance through informed influence strategies.
- Accelerated implementation of strategic initiatives.
- Cultivation of a culture of professional credibility and visibility.

Target Audiences

1. Senior executives seeking to strengthen boardroom influence.
2. Aspiring C-suite leaders preparing for strategic leadership roles.
3. Board members aiming to enhance stakeholder engagement.
4. Department heads and directors managing cross-functional teams.
5. Corporate strategists and decision-makers.

6. Organizational development and HR leaders.
7. Professionals in client-facing or investor relations roles.
8. Consultants and advisors supporting executive leadership teams.

Course Duration: 5 days

Course Modules

Module 1: Executive Networking Foundations

- Principles of executive networking
- Identifying high-value connections
- Building long-term professional relationships
- Mapping organizational networks
- Case study: Successful boardroom networking in Fortune 500 companies
- Interactive networking exercise

Module 2: Influence Strategies and Techniques

- Understanding the psychology of influence
- Techniques to persuade and gain buy-in
- Ethical influence in decision-making
- Developing an influence action plan
- Case study: Influence strategies in high-level negotiations
- Role-play activity

Module 3: Boardroom Communication Skills

- Effective verbal and non-verbal communication
- Presentation skills for executive meetings
- Crafting persuasive messages
- Active listening and feedback techniques
- Case study: Successful communication in board presentations
- Simulation exercise

Module 4: Strategic Stakeholder Engagement

- Identifying key stakeholders
- Tailoring communication for influence
- Managing expectations and priorities
- Building credibility with executive peers
- Case study: Stakeholder management in multinational firms
- Strategy mapping exercise

Module 5: Negotiation Mastery for Executives

- Advanced negotiation tactics
- Conflict resolution in high-stakes discussions
- Finding win-win outcomes
- Understanding power dynamics
- Case study: Executive negotiation success story
- Negotiation simulation

Module 6: Executive Presence and Credibility

- Developing a confident professional presence
- Enhancing visibility in boardrooms
- Aligning personal brand with organizational goals
- Overcoming barriers to influence
- Case study: Personal branding for executive leaders
- Peer feedback session

Module 7: Digital Networking for Boardroom Influence

- Leveraging digital platforms for professional influence
- Online reputation management
- Virtual boardroom etiquette
- Global networking strategies
- Case study: Digital influence in international corporate governance
- Practical exercise

Module 8: Integrative Influence Project

- Creating a personal influence strategy
- Applying course concepts to real-world scenarios
- Peer evaluation and feedback
- Executive coaching sessions
- Case study: Implementation of influence strategies in real organizations
- Presentation and reflection exercise

Training Methodology

- Interactive lectures with real-world examples
- Boardroom simulations and role-playing exercises
- Case studies analysis and group discussions

- Peer-to-peer networking labs
- Hands-on digital networking workshops
- Personalized coaching and feedback sessions

Register as a group from 3 participants for a Discount

Send us an email: info@fineskilltrainingcenter.org or call *+254769199797*

Certification

Upon successful completion of this training, participants will be issued with a globally- recognized certificate.

Tailor-Made Course

We also offer tailor-made courses based on your needs.

Key Notes

a. The participant must be conversant with English.

b. Upon completion of training the participant will be issued with an Authorized Training Certificate

c. Course duration is flexible and the contents can be modified to fit any number of days.

d. The course fee includes facilitation training materials, 2 coffee breaks, buffet lunch and A Certificate upon successful completion of Training.

e. One-year post-training support Consultation and Coaching provided after the course.

f. Payment should be done at least a week before commence of the training, to Fineskill Training Center account, as indicated in the invoice so as to enable us prepare better for you.

Upcoming Scheduled Sessions

Start Date	End Date	Location	Price
23 Nov 2026	27 Nov 2026	Online	$1,000
23 Nov 2026	27 Nov 2026	Physical	$1,500
23 Nov 2026	27 Nov 2026	Physical	$3,000
23 Nov 2026	27 Nov 2026	Physical	$3,000

Start Date	End Date	Location	Price
23 Nov 2026	27 Nov 2026	Physical	$6,000
23 Nov 2026	27 Nov 2026	Physical	$4,500
23 Nov 2026	27 Nov 2026	Physical	$6,000
23 Nov 2026	27 Nov 2026	Physical	$6,000

Ready to enroll or request a customized program? Book online or contact us:

Register Online Now

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