

Business Networking Skills

CONNECTION TECHNOLOGY 裝備未來
FUTURE SKILLS

In today's interconnected world, effective networking is crucial for success. This course equips you with essential skills to build meaningful business relationships, understand cultural nuances, and master professional communication. Through interactive sessions and real-world case studies, you'll gain practical experience in networking strategies, personal presentation, and follow-up techniques. Whether you aim to expand your network or navigate cross-cultural environments, this course will empower you to network with confidence and unlock new opportunities.

Programme code	10017567-02
Date and time	15 May 2025 14:00 – 17:00
Venue	HKPC Building, 78 Tat Chee Avenue, Kowloon, Hong Kong.
Medium	Cantonese
Course fee	HK\$1,500

Course Objective

This course is designed for professionals who are eager to enhance their networking skills in the fast-paced business landscapes of Hong Kong and Mainland China. With globalisation reshaping the way we connect, understanding local customs and effective networking techniques is more important than ever. Our curriculum combines theoretical knowledge with practical applications, offering insights into cultural nuances and best practices. Participants will engage in interactive discussions and hands-on exercises, ensuring a comprehensive learning experience. Whether you're new to networking or looking to refine your approach, this course provides the essential tools to thrive in diverse business environments and foster impactful relationships.

Course Outline

Session 1: Introduction to Business Networking

- Definition & Importance of Networking in Business
- Key Principles of Effective Networking

Session 2: Networking Essentials in Hong Kong & Mainland China

- Cultural Nuances in Networking
- Effective Business Greetings and Introductions
- Dress Code & Personal Presentation

Session 3: Building and Maintaining Professional Relationships

- Strategies for Networking Success
- Follow-Up and Relationship Maintenance
- Handling Cultural Differences in Networking

Session 4: Case Study & Interactive Exercise

- Case Study: Networking Success & Failures in Hong Kong and Mainland China
- Role-Playing Networking Scenarios
- Q&A and Final Takeaways

Trainer's profile

Mr Kenneth Yu

Kenneth Yu is a seasoned trainer, coach, and lecturer with over 17 years of experiences in team development, creative thinking, problem-solving, communication skills, strategic planning, and meeting facilitation. He is a dedicated professional who has made significant contributions to the field of training and facilitation in a variety of capacities.

Kenneth is the founder of Agodio Studio, a platform that provides innovative solutions for organisations. He is also a certified Design Thinking Facilitator, Certified Online Design Thinking Facilitator, and Certified LEGO® SERIOUS PLAY® Facilitator. In these roles, he has guided teams through the design thinking process, leveraged virtual platforms for effective facilitation, and utilised hands-on, minds-on learning to enhance innovation and business performance.



Enrolment method

1. Scan the QR code to complete the enrolment and payment online. OR
2. Mail the crossed cheque with payee name "Hong Kong Productivity Council" (in HK dollar) and the application form should be mailed to HKPC Academy, Hong Kong Productivity Council, 1/F, HKPC Building, 78 Tat Chee Avenue, Kowloon (attention to Ms Jenny Fung). Please indicate the course name and course code on the back of the cheque and envelope. Or

Visit the registration counter of HKPC Academy (1/F, HKPC Building, 78 Tat Chee Avenue, Kowloon) to enrol and settle the course fee. Office hours: Monday to Friday 09: 00 - 18: 00

