

## SECTION FIVE: NETWORKING

**ACTIVITY:** Lecturette, brainstorming, group activity.

**TIME:** 1 hour

**LEARNING OUTCOMES:** Participants will have identified 10-12 networking opportunities and will have practised networking skills.

### **DESCRIPTION:**

- Review the material on **page 45** of their workbooks. Ask participants to jot down some networking opportunities they are aware of. Record these on the overhead or flip chart.
- Organize the class into groups of 3-4.
- Instruct participants to complete the role-playing exercise on **page 46**.
- Have each group report back to the class on how the “networker” handled the situation.



## NETWORKING: ROLE-PLAYING

Each of the following situations involves a “networker” – someone looking to get established in their field – and a “networked” – someone already established who might be able to provide information or further contacts. Try to carry on a conversation making up any information necessary. All members of the group should evaluate the interaction and provide feedback.

### Situation #1

#### Roles:

- You are a internationally trained accountant and have found work as a bookkeeper but you really want to get into management consulting. You have volunteered to serve as volunteer treasurer for the Board of Directors of your son's daycare.
- You are a CMA who works for a large consulting firm. You are not in a position to hire new employees but you are well established in the company. You are also a volunteer board member for the daycare.

#### Situation:

During a break in the meeting, board members have a chance to chat with each other.

### Situation #2

#### Roles:

- You are a internationally trained accountant taking a taxation course through a local university in order to improve your knowledge of Canadian tax policies. You have not found employment in your field yet.
- You are a Canadian-trained bookkeeper working in the finance department of a large manufacturing company. You are taking a taxation course in order to upgrade your skills and possibly get promoted.

#### Situation:

There is a coffee break during the class. The two of you meet at the water fountain.

### Evaluation

Did the “networker” make good use of this contact?

Did he/she seem desperate? Did he/she ask the right questions?

Did he/she give the contact her business card? Should he/she have?

Should the “networker” follow-up with this contact? When?