

SECTION FIVE: NETWORKING

ACTIVITY: Lecture, 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 49** 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 50**.
- 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 “networkee” – 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:

- A foreign-trained mechanical engineer who is temporarily driving a cab but would like to find work in his field.
- A vice-president at the Ford Motor Company.

Situation:

You are driving your cab and pick up a customer. The well-dressed businessman directs you to take him to the headquarters of the Ford Motor Company.

Situation #2

Roles:

- A foreign-trained electronic engineer who is taking upgrading courses through a university continuing education program.
- The instructor of an engineering continuing education program, who also works in the telecommunications industry.

Situation:

The instructor of your course has asked you to stay briefly after class to discuss an assignment you need some help with. You know that she works in telecommunications – precisely where you’d like to be. When you have finished talking about the assignment, you have the opportunity to ask her about her work.

Evaluation

- Did the “networker” make good use of this contact?
- Did s/he seem desperate? Did s/he ask the right questions?
- Did s/he give the contact her business card? Should s/he have?
- Should the “networker” follow-up with this contact? When?