

SECTION SIX: 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 51** 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 52**
- 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 pharmacist working toward registration in his/her field.
- The regional manager for a chain of pharmacies in the Mississauga area.

Situation:

You (Role #1) are at a medical technology trade show to learn about advancements in your field. As you are seated, waiting for a demonstration to begin, another person (Role #2) sits beside you. He/she asks you the time.

Situation #2

Roles:

- A foreign-trained registered nurse who is working as a nursing assistant in a long-term care facility but wants to work in a large hospital.
- A registered nurse who has worked at the Hospital for Sick Children for 10 years.

Situation:

You (Role #1) have volunteered to sit on the Board of Directors of your son’s daycare centre. The meeting is half over and members have decided to break for coffee. A fellow board member (Role #2) introduces herself to you as “Maya’s mother”. You begin talking.

Situation #3

Roles:

- A foreign-trained occupational therapist who has just arrived in this country and knows little of the profession here.
- The Manager of Human Resources for a large Toronto company.

Situation:

You (Role #1) are attending a “job fair” to find out about the kinds of opportunities that might be available to you when you have re-gained your professional status. You approach the booth staffed by Role #2 to find out more about his/her company.

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?