

3.4

Networking Events

What are we going to do today

Timeline and main activities

- Presentation of the theoretical part
- Brief discussion and comments on the topic
- Activity1: Overcoming the fear of networking
- Break
- Activity 2: Networking Bingo
- Round table discussion
- Questions and wrap up session
- Self-Assessment Quiz

Overall description

In this session we will learn what networking is all about, how we can find networking opportunities and do's and don'ts to keep you on the right track. We will identify the different types of networking events that we can attend, what we need to prepare before these networking events and how to act once we attend. This is a very hands-on session of do's and don'ts to get the best out of your networking experience.

Networking is a socioeconomic business activity by which business people and entrepreneurs meet to form business relationships and to recognize, create, or act upon business opportunities, share information and seek potential partners for ventures. Throughout your life you will make networking contacts that develop into relationships including friends, colleagues, and professional prospects. To network you have to go out there and meet people.

Because we know that not everyone was born an extrovert and a great communicator, we have created some exercises that will help you overcome your fear of starting conversations with complete strangers.

Role play and pitching your business idea to the rest of the participants is a good start to combat your shyness and anxiety in speaking to strangers. We will create a fictitious scenario of a networking event where the participants will have a chance to practice what they have learnt during the theoretical session.



Key learning points	<p>In this module you will learn:</p> <ul style="list-style-type: none"> • What is networking all about • The different types of networking events • How to network like a pro • The pitfalls one should avoid when networking • The networking do's and don'ts • Exercises on how to overcome fear of networking • The different European Women Entrepreneur networks • How to become a self-confident networker
What will you prepare during this session	<ul style="list-style-type: none"> • Establish alliances with peers, stakeholders and suppliers • Create one's support network and establish oneself as a 'new player' • Become confident in your networking abilities • Cultivate a "can do" attitude
To do list AFTER this session	<p>After this session you need to take stock of everything that you have learnt and implement it in real life scenarios.</p> <p>Create a networking plan by answering the following:</p> <ol style="list-style-type: none"> 1. My Goal – Purpose 2. What relationships do I have/need? 3. How do I best access them? 4. What value can I bring? Bring it. 5. Establish how much time per week to devote and schedule it in. 6. Monitor results over a sufficient period of time