Module 10: The Importance of Networking

NGEurope Lesson Plan

Learning Outcomes: On completion of this module, the trainees will be able to:

❖ Develop a successful networking strategy.
❖ Maximise their effectiveness with face-to-face and online networking opportunities.
❖ Improve their approach, attitude and behaviours when networking.
❖ Create a plan for networking that will help them meet their goals.

Contents	Instruction Method	Timing	Materials/ Equipment Required	Advice/Tips for the Trainer	Assessment/ Evaluation	Further Reading/ Link to Resources
Icebreaker activity Small group activity: • The Trainer gathers the trainees in a circle and delivers the icebreaking activity as described in Annex 13. • After this activity, the trainer hosts a short group discussion and reflection to ascertain how the learners found the experience.	Icebreaker activity	20 min	• Annex 13	• Encourage participants to share their story.	The trainees will feel more motivated and confident about their networking skills.	
The importance of networking Formal lecture: • The main objective of this module is to establish the importance of networking and explain the need for constant networking to maximize the positive impact and explore the new challenges the trainees face. • Before starting, it may be helpful to go around the class and ask the trainees what opportunities they consider good for networking. Also try to find out what benefits they consider networking might bring them.	Formal Presentation	100 min	• Projector and laptop • PPT slides • Videos with internet connection	• Encourage engagement from trainees by asking questions.	Trainees will understand the importance of networking, the difference between formal and informal networking and the difference between online	

					and offline networking.	
- From this module it is important that the trainees understand that every social event or activity may be a networking opportunity and so they need to be ready to pitch their idea on any occasion for any type of audience. We never know when we will meet the person that will help, sponsor, publicise, etc, our project so it is important to always be ready. - The trainers should explain how to make a good pitch, what information is essential to mention, how to talk and how to structure the idea. Resort to the examples in the PowerPoint or others that may be helpful. Show examples of good and bad pitches. - On conclusion, explain that creating a pitch requires lots of practice, and this module is only meant to be an introduction.						
	Total time	2h				