



Session 1 Chapter 8: Ten tips and tricks to network

Module Title:	How to Network?			
Session n.1	10 Network tips and tricks – Ten tips and tricks to network			
Duration	1 hour			
Delivery method	Blended <input type="checkbox"/>	Face to face <input type="checkbox"/>	Online learning <input type="checkbox"/>	Distance learning (Learning Platform) <input type="checkbox"/>
		Time:	Time:	Time: 1 hour
	Notes on the choice: <i>*The trainer will choose the course delivery method taking into account the interested students location, the available teaching space and resources, social situation, etc.</i>			
Learning objectives	<ul style="list-style-type: none"> • Understand the importance of a network • Understand the basis of how to create a network • Understand what should be followed and what to avoid in the creation of a networks • Understand how to keep your contacts • Understand how to approach new contacts 			
Intended learning outcomes:	<p>L01: Students will be able to understand the importance of a network</p> <p>L02: Students will be able to understand how a network can be created</p> <p>L03: Students will be able understand how to approach new contacts</p> <p>L04: Students will understand what they should follow and what they should avoid in order to create a network of contacts</p> <p>L05: Student will understand how to keep in contact with their network</p>			
Session Details:	Lesson Item:	Method(s) and instructions for trainers:		Required Resource(s):
	Introduction (optimal group size:1-10)	<ul style="list-style-type: none"> - Brief introduction from the tutor about the purpose of the lesson. - <i>Break the ice</i> (proposed exercise) Brainstorming: what do you think a network is? How do you think a network can be created 		<ul style="list-style-type: none"> - PC/ Laptop & Zoom, Teams or any other similar platform (online live lesson delivery)



	<p>Activity 1: Presenting the learning objectives of the course</p>	<ul style="list-style-type: none"> - Brief presentation of the objective of the session 	
	<p>Activity 2: Network tips and tricks</p>	<p><i>This session is about networking which is key for a new business to build the customer section and possible partners.</i></p> <ul style="list-style-type: none"> - The tutor, taking into consideration the material presented in the Guide, will explain the students why it is important to create a network and how to keep in contact with them - He/She will then present the network tips&tricks identified. - Check for understanding and provide feedback - (exercise proposed) in order to make the participants understand how to break the ice, an important phase to start the process of networking, the tutor can present to the group the “Human Bingo exercise”. In this exercise the participants will ask freely the questions presented in the form (Annex VII) collecting information from the group. The first to complete the form with all the information will then say “Bingo” and the game stops. The first participant to finish will then explain what he/she has found out about the group members. 	<ul style="list-style-type: none"> - PC/ Laptop & Zoom, Teams or any other similar platform (online live lesson delivery) - Guide for Young Migrant Entrepreneurs (English version) Chapter 8 How to Network
	<p>Activity 3: Independent practice of the students</p>	<p><i>The tutor can choose from the following proposed exercises:</i></p> <ul style="list-style-type: none"> - (proposed exercise 1) Ask students to create a video explaining their business idea in a max of 30 seconds 	<ul style="list-style-type: none"> - PC/ Laptop & Zoom, Teams or any other similar platform (online live lesson delivery)



		<ul style="list-style-type: none"> - (proposed exercise 2) Ask the students to imagine to reach a famous person/entrepreneur, how can they start and carry out the conversation? The students should: <ul style="list-style-type: none"> o create an objective: what do they want to know from that person? Or what information/support do they need from them? o Device 10 questions to reach what they want to know 	
	Post-Activity Discussion	<ul style="list-style-type: none"> - ask the class members questions about what they have learned throughout the session, if they have some other tips and tricks for the network creation. 	<ul style="list-style-type: none"> - PC/ Laptop and specific online platform – online live lesson delivery - or a chat/ forum on the project Moodle platform)
Evaluation methods	Informal and non-formal	<ul style="list-style-type: none"> -Presentation of the video created -Oral review of the questions devised 	
Didactic materials	Face to face: power point presentation, printed lesson, printed worksheets for assignment(s)		
	Distance learning - Online learning: power point presentation, pdf version of the lesson, .docx worksheets for assignment(s)		
	Distance learning - Moodle – Same for the case when the course will be posted on the project Moodle platform		
In-class assignment 1:	- Students should create a video of 30 seconds in which they explain their business idea. ...		
In class assignment 2:	-Students should imagine to meet a famous person and come in contact with him/her for the first time. They have to set an objective for the communication and device 10 questions to achieve it.		
Additional notes and tips for trainers			
It is important that the students understand not only how a network can be created but also how to keep in contact with their network.			