

Lesson Plans for adult educators/teachers/trainers which will be used for the FINE2WORK EDUCATIONAL PACK.

Module Name: Entrepreneurial competences	
Topic 5 Title: Learning through experience and working with others	
Lesson Plan 16 – Networking	
Duration: 60 minutes	
Aim	This lesson will provide information about the important art of team working and some details on team management.
Target Group	Adults (especially women)
Facility/ Equipment	<ul style="list-style-type: none"> ● Classroom ● Internet access ● Personal device with internet access ● Powerpoint presentation ● White board
Tools/ Materials	<ul style="list-style-type: none"> ● Handout 1
Main Tasks	<ol style="list-style-type: none"> 1. Task 1: Introduction to the basics (20 mins) 2. Task 2: Tips for better networking (10 mins) 3. Task 3: Case study - Watch the following video https://www.youtube.com/watch?v=ljSPfGsaC3g (10 mins) 4. Task 4: Discussion - Can you do well in a networking event? (10 mins) 5. Task 5: Wrap-up (10 mins)

HANDOUT 1: Types of personal networks

Personal networks can be used for two main reasons: social and professional. Few years ago, LinkedIn along with TNS conducted a survey of 6,000 social network users to understand the difference between personal social networks and personal professional networks. The "Mindset Divide" of users of these networks was compared as follows:

1. **Emotions:**

- Personal social networks: Nostalgia, fun, distraction.
- Personal professional networks: Achievement, success, aspiration.

2. **Use:**

- Personal social networks: Users are in a casual mindset often just passing time. They use social networks to socialize, stay in touch, be entertained and kill time.
- Personal professional networks: In this purposeful mindset, users invest time to improve themselves and their future. These networks are used to maintain professional identity, make useful contacts, search for opportunities and stay in touch.

3. **Content:**

- Personal professional networks: These provide information about career, brand updates and current affairs.

4. **Professional development:**

- Personal development networks: These provide access to those who can provide information, knowledge, advice, support, expertise, guidance, and concrete resources to learn and work effectively—thus those who support the continuing professional development.