

## MODULE 3, KIT 3, VOCABULARY ACTIVITY

### FIVE BENEFITS OF NETWORKING

As an entrepreneur, networking is a key activity that is not only fun, but critical to your **personal growth** and business development.

Small business is all about networking, building relationships and taking action.



#### 1. Shared Knowledge

**Networking** is great for sharing ideas and knowledge. Whether it's asking for **feedback** or discussing your point of view, it will help you expand your knowledge and allow you to see things from another perspective.

#### 2. Opportunities

Whether it's a referral, offer **partnership** or request for your service or product, it is important to be ready to seize opportunities when they come along.

#### 3. Connections

Remember you are not just gaining exposure to the people in the room, you are building connections with their network too. If someone they know has a need that matches your **business**, if you have made an impression, you will likely get a referral.



#### 4. Increased confidence

This is an important attribute as a business owner, because your business growth is dependent on talking to people and making connections.

#### 5. Raising your profile

Being visible and getting noticed is a big **benefit** of networking. By regularly attending business and social events, people will begin to recognise you.

1. Read the text and match the bold words in the text with the meanings given below.

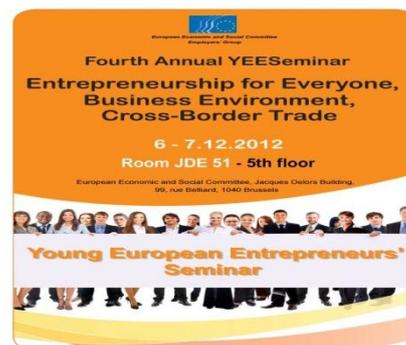
the activity of buying and selling goods and services	<b>BUSINESS</b>
the state of being a partner	<b>PARTNERSHIP</b>
development as an individual	<b>PERSONAL GROWTH</b>
information or statements of opinion about something, such as a new product, that can tell you if it is successful or liked	<b>FEEDBACK</b>
the process of meeting and talking to a lot of people, esp. in order to get information that can help you	<b>NETWORKING</b>
a helpful or good effect, or something intended to help	<b>BENEFIT</b>

2. Read the text and fill in the blanks with the words from activity 1.
  - a. Eventually they found a consultant they felt they could do business with.
  - b. One of the many benefits of foreign projects is learning how to cope with the unexpected.
  - c. We are always grateful to receive feedback from our customers about the products we've produced.
  - d. Everyone participating in a research project should have an opportunity to experience personal growth as a result of his or her participation.
  - e. Alex and Mikhail were in partnership then: Mikhail handled the creative side; Alex was the financier.
  - f. Students find networking essential to finding the right job.

### Module 3, Kit 3, Task-Based Activities

Task1: Teacher brings 2 networking events for entrepreneurs to the class and ask learners;

1. There are 2 brochures from 2 different events for entrepreneurs. You have an opportunity to attend one of them. Which one do you prefer? Why do you choose it? Explain to the class.



Task2: Watch [the video](#) and name the tips for building a better professional network.

- *Focus on building an effective network - not a massive one.*
- *Go beyond social media*
- *Don't be creepy*
- *Discover where the influencers hang out*

Task3: Read the statements and write true (T) or false (F) according to the video.

- a. You need a huge and massive connection to become a successful entrepreneur. \_F\_
- b. You may need to take relations with entrepreneurs further. \_T\_
- c. Trading e-mails, doing projects together are good opportunities for small businesses. \_T\_
- d. When you see your idols in business, you should chase them everywhere. \_F\_
- e. To keep in touch, you may attend seminars, conferences etc. \_T\_

**Module 3, Kit 3****My Social Accounts**

Task1: When was the last time you updated your social media accounts? What could be the importance of having updated accounts? Discuss with your friends.

Task2: Log in your social media accounts such as [LinkedIn](#), or [about.me](#) and share your presentation prepared on Kit2. Analyze the feedbacks and edit it according to the comments.

**Module 3, Kit 3,**

Task1: Teacher asks students to get their phone and download Kahoot!

<https://play.kahoot.it/#/k/0c6c8e98-90c6-4ffa-a34a-a2bf30c1c6b1>

on the link, there is a quiz for students to answer. Learners enter the game pin and teacher starts the game when all students are ready to go.