

Learning objectives:

1. Assess your current network
2. Practice networking techniques
3. Design a strategic network

Part 1: What is your current network?

Instructions: Have students complete the network assessment form

Debrief:

- What's the composition of your network – what observations can you make?
- Are there any particular patterns?
- What is the gender composition of your network?
- How often do you ask for help?
- What connections do you have that are directly related to your career goals?

Part 2: Strategic network development

Instructions: Write down a project, opportunity, desired job, or goal you have. Fill out the network development form with that in mind.

Part 3: Practice the pitch

Instructions: With a partner, practice the “pitch” and give feedback

Debrief:

- Were you able to say your pitch in less than a minute?
- Concise? Memorable?
- Ask for volunteers to share their “pitches” – group feedback

Networking Development Form

[illegible]

Networking Development Form

List 5 people who might be helpful to you in this project/goal	Who in your present network can facilitate an introduction?	How can <i>you</i> help that person?	What will be your “pitch” to this person?