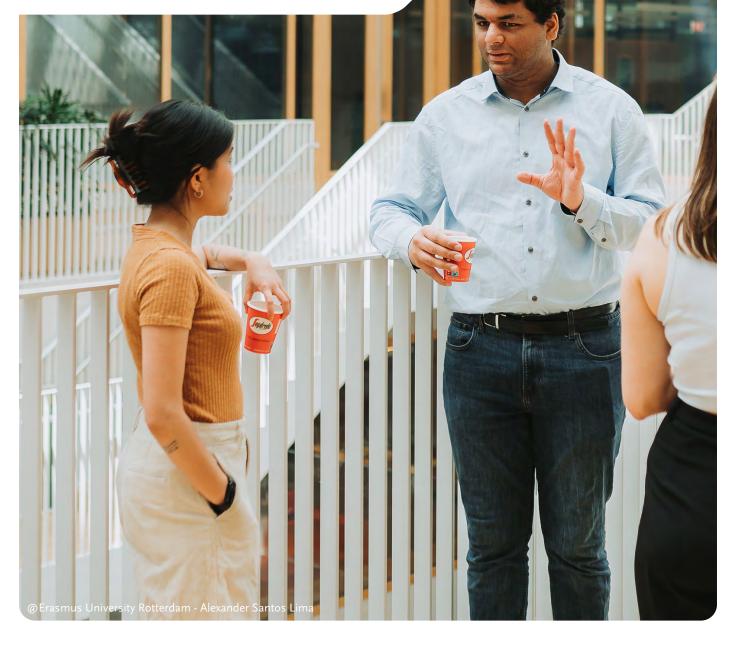


Networking

ACE - Grow Your Skills





Maastricht University



Erasmus University Rotterdam

Networking

Connect and stay in touch with people to collaborate in accomplishing tasks and achieving goals.

Description

Networking involves making contacts and maintaining these contacts to work together on tasks and achieve goals. You already have a network, think for example of your family, friends, neighbours or classmates. It is important to maintain this network. People you know now may become useful to you later. In addition, it is important to build your network.

After all, new people create new opportunities. Networking can be done offline, such as after class or during events or parties, but it can also be done online, such as through LinkedIn or emails. Think about what you want to achieve in advance and make sure you are well prepared.



Watch this video



Or click <u>HERE</u> to go to YouTube

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Tips

- Think about what goals you want to achieve. How can your network help with that?
- *Map your own network. Who in your network can help you achieve your goals?*
- Networking is about giving and taking. What can you offer your network? What can someone do for you?



Step 1: Think of a goal which your network can help you achieve. Write down this goal.

My goal:

Step 2: Consider which people in your network can help you achieve this goal. Write down the names of the people who can help you achieve your goal.

Tip: It may help to first think of what categories exist in your network (family, friends, colleagues, sports club members, teachers, et cetera...)

Step 3: Make a plan on how to approach these people. Write down your plan below.

This person can help me achieve my goal: Approach:	
This person can help me achieve my goal: Approach:	
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Assignment 2 Elevator Pitch

Learn to introduce yourself using an elevator pitch.

Make sure you have a good elevator pitch. This is a short and powerful summary (no more than 1 minute) on who you are, what you do and what you are looking for.

4

Step 1: Answer the following questions in your elevator pitch:

- □ What is your name?
- \Box What do you like to do?
- □ What do you do in your daily life? (school, work, hobbies)
- \Box What is your goal?
- \Box What can help you achieve your goal?

Cross off a question when you included it in your pitch, this is how you keep track of whether the pitch is complete.

Write down the answers to the above questions in the form of a short pitch.

Step 2: Practice this pitch with someone (for example, a fellow student), so that you'll be able to tell the pitch easily and spontaneously.

Step 3: After you both have given the elevator pitch, have a conversation with each other to find out what each other's interests and goals are. Try to figure out how you can help each other.

Literature

- 1 Kirsten, I. (z.d.). Netwerken: *Zo maakt je leerling contact*. Geraadpleegd op 23 februari 2021, van https://boomberoepsonderwijs.nl/loopbaancompetentie-netwerken-lob/
- 2 Rotterdamse samenwerkingsverband vo-ho: samen werken aan betere aansluiting (2022). Het Rotterdamse vaardighedenraamwerk vo-ho inclusief rubrics. Geraadpleegd op 26-4-2023, van https://aansluiting-voho010.nl/nieuws-en-agenda/rotterdams-vaardighedenraamwerk-vo-ho-inclrubrics-nu-beschikbaar

