

# Networking Rules!

## Skills:

- Can follow in outline straightforward short talks on familiar topics, provided these are delivered in clearly articulated standard language or a familiar variety.
- Can briefly give reasons and explanations for opinions.

Adults

Group



## 1 Share your opinion on this quote. Do you agree with it? Why/why not?

“ Who you know is more important than what you know ”

## 2 In groups, brainstorm possible rules for successful communication at a networking event. Consider aspects such as body language, topics for discussion, and phrases to initiate conversation.

## 3 Match the words with their definitions:

head tilt

business card

job seeker

a hire

detect

to break the ice

to pop

conversation starter

to pay off

referral

genuine connection

1. a gesture where someone leans their head slightly to the side, usually showing curiosity or interest - \_\_\_\_\_
2. a person who is looking for employment or work opportunities - \_\_\_\_\_
3. something used to begin a discussion or interaction with others - \_\_\_\_\_
4. to make a situation less tense or awkward by starting a conversation or activity - \_\_\_\_\_
5. to notice or discover something, especially through careful observation or investigation - \_\_\_\_\_
6. a small card that contains contact information for a person or business - \_\_\_\_\_
7. to attract attention or be noticeable due to being different or unique - \_\_\_\_\_
8. a recommendation of someone or something to another person or organization - \_\_\_\_\_
9. when a company employs someone to work for them in exchange for payment - \_\_\_\_\_
10. a real and authentic relationship or bond between people - \_\_\_\_\_
11. to be successful or beneficial in the end, usually after hard work or effort - \_\_\_\_\_

## 4 Watch the video and mark the statements below as True or False:

- ☐ Networking is a skill that comes naturally to most people.
- ☐ Studies show that personal referrals help many people get jobs.
- ☐ Going to social events alone can help you meet new people and boost your career.
- ☐ Wearing something that stands out scares people and makes them avoid talking to you.
- ☐ Being yourself is very important in networking.
- ☐ It's a great idea to bring your business card and give it to everybody at the event.
- ☐ It's best to avoid introducing people who should know each other but don't.



**Summarise all the tips from the video.**

## 5

### Answer the questions in pairs:

1. Do you find networking easy or challenging?
2. Have you ever attended a networking event? How was your experience?
3. How important do you think personal relationships are in finding job opportunities?
4. Do you prefer to network in person or online? Why?
5. Have you ever made a valuable connection through networking?

## 6

### Additional vocabulary task. Fill in the gaps in the sentences with the words from Exercise 3.

- I am a \_\_\_\_\_(1) looking for opportunities in the marketing field.
- I always try \_\_\_\_\_(2) by asking about people's weekends.
- Asking about someone's favorite movie is a great \_\_\_\_\_(3).
- A \_\_\_\_\_(4) can show that you are interested in what the other person is saying.
- We had a \_\_\_\_\_(5) connection right from our first conversation.
- It's hard to \_\_\_\_\_(6) sarcasm over text messages sometimes.
- Make sure to bring your \_\_\_\_\_(7) to the networking event.
- All of my hard work studying finally started \_\_\_\_\_(8).
- Getting a \_\_\_\_\_(9) from a friend really helped me get the job interview.
- She was a great candidate, so we decided to make her \_\_\_\_\_(10).
- Her bright personality really made her \_\_\_\_\_(11) in the group discussion.

# Correct answers

**2**

**Generated in the “Lead-in activities” tool.**

**3**

**Made in the “Word-Definition Matching” tool.**

- |                         |                        |
|-------------------------|------------------------|
| 1. head tilt            | 7. to pop              |
| 2. job seeker           | 8. referral            |
| 3. conversation starter | 9. a hire              |
| 4. to break the ice     | 10. genuine connection |
| 5. to detect            | 11. to pay off         |
| 6. business card        |                        |

**4**

**Made in “Audio&Video Questions”.**

1. False - This statement contradicts the idea expressed in the text - the text says networking is a skill that needs to be acquired.
2. True
3. True
4. False - This statement implies the opposite of the idea expressed in the text - the text says that wearing something eye-catching is a good conversation starter.
5. True
6. False - This statement implies a slightly different idea from the one expressed in the text: it's advisable to carry your business card but only give it when requested.
7. False - This statement contradicts the idea expressed in the text - the text encourages introducing people who should know each other.

**5**

**Made in “Discussion Questions”.**

**6**

**Made in “Sentences with Target Vocabulary” + “Fill in the Gap”.**

1. job seeker
2. to break the ice
3. conversation starter
4. head tilt
5. genuine
6. detect
7. business card
8. to pay off
9. referral
10. a hire
11. pop