

# Networking

## ACE - Grow Your Skills



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# 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 [HERE](#) to go to YouTube

## 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?*



## Assignment 1 Targeted networking

Identify how your network can contribute to achieving your goals.

**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: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

This person can help me achieve my goal: \_\_\_\_\_

Approach: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

This person can help me achieve my goal: \_\_\_\_\_

Approach: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_





# 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-incl-rubrics-nu-beschikbaar>



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