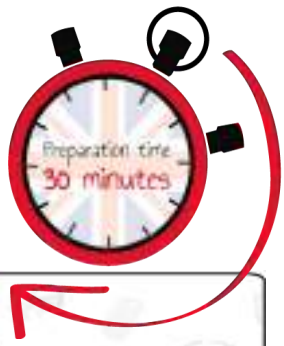
Lesson Plan © Easy Access English

Networking



EAE Learning objectives for this lesson

Objectives: Learn new linking words to structure your ideas.
Networking idioms and expressions. Listening comprehension.



Activity 1: Discussion questions

Ask and answer the questions with a partner

1. What do you think about when you hear the work networking?
2. How do you network in your job?
3. What do you think is the best way to communicate with new people?
4. Why is networking important?
5. What are the positives and negatives with different methods of networking?

Activity 2: Networking quotes

What's your favourite quote from the list below?
With a partner try to create your own quote

"It's not who you know, it's who knows you"
"The richest people in the world look for and build networks, and everyone else looks for work"
"The opposite of networking is NOT working"
"The currency of real networking is not greed but generosity"

Activity 3: Networking

With your partner, read the text below and discuss the key points. Try to summarise the text to the rest of the class.



Do you 'network'
What is your network?

Every time you learn something new your brain actually changes. So by learning new words in English for example you can also improve your memory in general, or your verbal intelligence in general. Also when you learn a new skill the better you get at doing it the less work your brain has to do. Have you ever noticed that when you learn something it soon becomes automatic and you don't need to think about what you are doing? That's because your brain is strengthening itself over time as you learn that skill. Scientists say that repeatedly stimulating two neurons at the same time fortifies the link between them.

Once a strong connection is established between these neurons stimulating the fist will also stimulate the second. So real connections are made in your brain as you learn those new skills.

It's also been proved that learning causes the brain to grow larger. The more connections between neurons are formed the more we learn and the more information we retain. Your brain keeps growing stronger and, apparently even bigger!

So how do you boost your brain power? We say that practice makes perfect and this is so true! You have to solve problems and go through a thought process in order to strengthen those connections in your brain. So challenging yourself to use English in situations, practising specific language in meaningful discussions and exchanges, learning through trail and error and all very important.

Scientific research has also shown that spreading out learning, or 'distributed practice' is the best way to retain information long term. Learning little by little and testing yourself is an effective strategy. If you organise your learning into shorter smaller sessions where you stimulate the link between neurones more often throughout time you will improve.

If you want to practice specific English language a little each day try our different e learning sections. Like our page on facebook and you will receive a new expression to learn each day with English Express. Visit our e learning pages for specific exercises about themes like, English for travel, English for … (add the sections and links).



Activity 4: MAKING CONNECTIONS WITH LINKING WORDS

There are many types of link words we can use to structure our speech. Let's take a look at the different cases:

FOR TIME

As soon as
For
In the meantime/meanwhile
Since

Ever since (Often at the start of a phrase, ever since is not used with a date but with an event. Ex: ever since my car accident, I've been too afraid to drive)

When

CONSEQUENCES

Consequently
So
Therefore
Hence
Thus
As a result

CAUSES

Owning to
On account of
Thanks to
Since

CONCESSION

Even
though/though/although
Admittedly
However
In spite of
Nevertheless/nonetheless
Indeed
Certainly

CONTRAST

Unlike
Whereas
Otherwise
On the one hand/on the other hand

CONDITIONS AND HYPOTHESIS	COMPARISON	ADDITION
Even if	As though	What's more
Even though	Like	In addition to
Provided that	As	Besides
As long as	Compared to	Futhermore
On the condition	Contrary to	Moreover
Unless	As opposed to	
Otherwise		

Now it's your turn! Create a text about the advantages and struggles of learning English using at least ONE link word from each category.
Let's practice: Choose the most suitable link word

1. I was not able to get the groceries on the way home, _____ I was able to pick up the train tickets.
A. Unless B. However C. Until

2. I worked in the school _____ a teacher's assistant.
A. As B. compared to C. hence

3. My father studied science _____ my mother studied the arts.
A. Until B. yet C. whereas

4. _____ the firefighter's quick actions, the kitten was saved
A. Since B. In spite of C. Thanks to

5. _____ I get the email, I will forward it to you
A. Otherwise B. As soon as C. Thus

6. He was never a good student._____ he succeeded in going to university.
A. Nevertheless B. That's why C. Hence

7. Why don't you start dinner and _____ I'll clean the house.
A. while B. until C. in the meantime

8. I love broccoli _____ my sister who hates it!
A. While B. on the other hand C. as opposed to

9. I think it will be quite easy to file your taxes this year. _____ you don't have a choice!
A. Besides B. In addition to C. Because

10. _____ you finish all of your supper, you won't get any dessert!
A. Despite B. Unless C. As

Activity 5: Dialogue

Read the dialogue together with a partner or your teacher

Steve: Hi, what did you think about the conference today?
John: Hi, I thought it was excellent, he made some good points about how to increase customer satisfaction
Steve: I definitely learnt a lot about what I can do to increase turnover in the long run!
John: I think it will really benefit my business
Steve: What field do you work in?
John: I work in retail sales, what about you?
Steve: I am a supplier of office furniture for major companies around the world.
John: That's actually something I am currently sourcing for our new head office and shops opening up in Paris. Could I take your card?
Steve: No problem, I would be happy to help. Here is my card with my personal details so you can contact me anytime if you have questions or would like a quote.

Now you and a partner can create their own dialogue together. Try to use linking words in your dialogue.

Here are some example of conversation starters and tricks to delve deeper to help you:

- I like .....
- What projects do you have lined up?
- How well do you know each other?
- Mind if I join you?*
- Hello, I'm (name).....
- What do you like about your job
- What do you hope to get out of today?
- Are you from here?
- I love your work
- Do I know you from somewhere?



Activity 6: Idioms

With a new partner, match the idiom with the description

Speed networking	To begin an activity in which other people will join
Square deal	An organized event for people to make business contacts
Start the ball rolling	A transaction that is fair and honest, or an equitable arrangement
Strictly business	Too many people giving instructions and not enough people doing the work An event devoted entirely to business
There for the taking	Easy to obtain
Too many chiefs, not enough Indians	

Activity 7: Listening comprehension

Listen to the following video and answer the comprehension questions
The art of active networking | Mark E. Sackett | TEDxFultonStreet
(Stop at 5:20) https://www.youtube.com/watch?v=IjSPfGsaC3g

1. What does he mean by "sorting process"?
2. What are we going to decide?
3. Why are these meetings a "waste of time"?
4. What's the first question people ask you when they meet you?
5. What is the art of active networking?
6. Why don't we follow up on the interesting people we meet?
7. Where did he meet seven of his best friends in the world.

Activity eight: Speed networking

You and the rest of your class will imagine that you are in a speed networking event. You will have two minutes to talk to each person about yourself, your business and/or your business idea. If you do not have a business or business idea then think of one and pretend! The teacher will ring the buzzer to indicate to change partners.

Activity nine: Role plays

With a partner act out one of the following role plays in front of the class. Again use as many linking words as you can.

1. You are a meeting someone in a networking event but he/she only talks about themselves. You have to tactfully make the conversation more balanced without being confrontational

2. You are at a networking event and you are talking to a huge investor. Try to get them interested in you/your business.

3. You are at a networking event and you find a young candidate who seems perfect for your new company. However, the candidate has a lot of offers and he doesn't seem hugely inspired by your business plan. Try to convince to join your company

