

Interactive

Q. Think of questions you could ask contacts which will achieve the following:

- a. impress others
- b. help others overcome their nerves
- c. find out information

A. Individuals and table group to decide if right answers given

Interactive

Q. Do you know enough about your higher education course to feel confident in a networking situation?

Take two minutes to 'sell' your university / course to your team mates

A. Individuals and table group to decide if right answers given

Interactive

Q. What is your body language telling other people about you?

Set up a couple of chairs for an interview with a client so that both of you are likely to be comfortable with the personal space

A. Individuals and table group to decide if right answers given

Interactive

Q. What is your body language telling other people about you?

You are about to be interviewed for the job of your dreams. How will you sit?

A. Individuals and table group to decide if right answers given

Interactive

Q. Pretend you don't know anyone. Start a conversation with each person in turn round your table

A. Individuals and table group to decide if handled correctly

Interactive

Q. How would you introduce one networking contact to another?

Introduce two of the people in your table group to each other

A. Individuals and table group to decide if handled right

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**Q. Sell yourself to the rest
of the table in terms of your
*project management skills***

A. Individuals and table group to decide if handled right

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**Q. Sell yourself to the rest
of the table in terms of your
*sensitivity to people***

A. Individuals and table group to decide if handled right

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Q. Sell yourself to the rest of the table in terms of *your ability to contribute effectively in a team*

A. Individuals and table group to decide if handled right

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Q. Sell yourself to the rest of the table in terms of your *ability to understand complex issues*

A. Individuals and table group to decide if handled right

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Q. Sell yourself to the rest of the table in terms of *achieving targets*

A. Individuals and table group to decide if handled right

Interactive

Q. You meet the owner of a trade journal in your field. Demonstrate how you would persuade him or her to give you an interview.

A. Individuals and table group to decide if handled right

Interactive

Q. You realise the conversation with your contact is over. You need to move on. Demonstrate how you would end it

A. Individuals and table group to decide if handled right

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Q. Pick other people around your table to give a 1 minute roleplay of the following types of possible contacts you could meet:

- a. friendly, open, encouraging
- b. frivolous, loud , jokey
- c. quiet, shy, nervous

A. You get to decide if they handled it right and give feedback

Interactive

Q. Name 3 things you would put into the 'Relevant skills' section on your CV and say why

A. Individuals and table group to decide if answered appropriately

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Q. Name 3 things you would put into the 'Achievements' section on your CV and say why

A. Individuals and table group to decide if answered appropriately

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Q. Come up with one sentence that describes your aspirations

A. Individuals and table group to decide if answered appropriately

Interactive

Q. When selling yourself as a team player it will help to know your strengths and weaknesses. Which of these could you cite first?

- a) Your own opinion of what you are best at in teams
- b) Feedback from your best friend or your doting aunt
- c) Formal feedback from a tutor on an assessed group project
- d) Feedback from a placement / weekend job employer

A. Depends on which of the above you have to hand, and to whom you are selling your skills
D is likely to be first

Interactive

Q. You have been formally introduced to your dinner companion. What is your first question to him or her after the host has moved away?

A. Individuals and table group to decide if answered appropriately

Interactive

Q. Stand up, introduce yourself to the table and then shake hands with everyone

A. Individuals and table group to decide if handled appropriately

Interactive

Q. You meet someone from your favourite organisation on a train. She asks you *'Why are you so keen on us?'* – reply now!

A. Individuals and table group to decide if answered appropriately

Interactive

Q. You meet someone from your favourite organisation on a train. She tells you *'I've never taken anyone from your university before – what is so special about it?'* – reply now!

A. Individuals and table group to decide if answered appropriately

Interactive

Q. You meet someone from your favourite organisation on a train. She tells you *'I've never recruited anyone from your subject area before – what is so special about it?'* – reply now!

A. Individuals and table group to decide if answered appropriately

Interactive

Q. You meet someone from your favourite organisation on a train. You get talking and tell her a lot about you. She says *'So far you have told me how brilliant you are. What are your weaknesses?'* – reply now!

A. Individuals and table group to decide if answered appropriately

Interactive

Q. What is the difference between being confident and being 'pushy'? Discuss

A. Individuals and table group to decide if answered appropriately