

# Networking



## This week...

Fiona asks Chris to attend an event in order to do some networking for their company. Chris is finding out what he needs to do while he is there.

## Lesson Objectives...

- Networking
- Attending formal events

## Business English Conversation

## Advanced Class

## Warm Up – Topic Question



What are some effective ways to network?

# Picture Description

Where are they, and what are they doing?



B



What are they talking about?

A



<b>Fiona</b>	<b>I'd like you to attend</b> a charity event on Friday night. It'll be attended by some very important people, and I want you there to do some networking for the company.
<b>Chris</b>	Wow, that's a big deal. Thanks for trusting me with this. <b>I've never done</b> this kind of networking <b>before</b> , though. What should I do?
<b>Fiona</b>	Networking is all about being likeable and convincing people that you can offer some kind of value now or in the future.
<b>Chris</b>	Got it. Is there anyone in particular you want me to talk to?
<b>Fiona</b>	There will be two executives from ABC Investments there that I want you to chat to. <b>If you can establish a good rapport with them</b> , we might have a chance of getting some big contracts.
<b>Chris</b>	<b>Sounds like a big challenge, but</b> I will do my best.
<b>Fiona</b>	Relax and be your usual charming self. I have complete faith in you!

Sounds like a big challenge, but I'm sure I will be able to handle it.

1. I'd like you to attend .....
2. I've never done ..... before.
3. If you can establish a good rapport with them, .....
4. Sounds like a big challenge, but .....



# Role Play – Networking

Student A wants Student B to attend a formal event to network with important and influential business people. Student B asks Student A about how to network effectively.



**Student A:** Tell Student B that you want him/her to attend an **Event** in order to network.

**Student B:** Tell Student A you will do it and ask for some advice about how to network effectively.

## Key Phrases

- I'd like you to represent our company at an important event.
- Be sure to ....
- Try make a good impression.
- What do I say to people?
- What should I wear?
- Is there anyone in particular I need to talk to?
- I will do my best!
- *Other*

## Event

- charity event
- gala
- product launch
- award show
- formal dinner
- *other*

## What to do

- introduce yourself
- be charming/likeable
- be polite
- mingle
- work the room
- talk to the ABC execs
- mention our company
- exchange business cards
- *other*

## Agree or Disagree



1. A good network of people is more valuable than a good set of skills.
2. Networking is most effective at business events rather than social events.
3. We should avoid talking about work outside of the office.

- Should we always be very formal when talking to business people?
- Have you ever represented your company at a social event?
- Do you have a good business network of your own?



- attend - You will *attend* on our behalf.
- establish - Try to *establish* your goals first.
- future - It's good for the *future* of our company.
- impression - A good first *impression* is very important.
- likeable - She's a very *likeable* boss.
- mingle - Make sure you *mingle* at the party.
- network - It will be a good chance for you to *network*.
- rapport - I have a good *rapport* with their CEO.