**Networking 101**

**\*When complete**, hand into Google Classroom

**Class Discussion:**

What is networking?

Why do people network?

**TODAY’S GOAL IS** to identify how to network and how networking helps people find a job.

**THIS MATTERS TO YOU NOW BECAUSE** want to start building your network NOW!!

Task 1: View the video clip from the “the Art of Successful Networking”

URL: <http://www.youtube.com/watch?v=reBdIwoEjUA> (0:00 – 1:10)

Task 2: During or just following the video, RESPOND to the following questions.

1. What does the phrase “It is not what you know, buy who you know?” mean?
2. How do people network today?

Task 3: View the video clip “Job-Networking Tips - Executives Network on KMGH-TV “

URL: <http://www.youtube.com/watch?v=k4SoiYvxWZk> (0:00 – 3:00)

Task 4: View the video clip “How to Network: 3 Tips to Advance Your Career”

URL: <http://www.youtube.com/watch?v=hFwvj_vAq9c> (entire clip)

Task 5: During or just following the video, RESPOND to the following questions.

1. What did not work for Molly in finding a job?
2. Why do some people get jobs and others not when they both have the same qualifications?
3. Networking is not\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_.
4. Identify some specific tools people use to network.
5. What are the 3 components included in a professional introduction?
6. Assume you are looking for an internship or a summer job, write your own professional introduction.

Task 6: View the video clip “Networking Basics: 8 Tips to Networking Without Being Fake”

URL: <http://www.youtube.com/watch?v=xkqd6T399tQ> (entire clip)

**“ . . . [networking] is an ongoing, organic process of building relationships with people you actually like.”**

1. List the 8 tips for networking
2. IDENTIFY 5 people that you could make a part of your job search network?