ECO-MEDIA

Module: Networking
Closing lesson

Project Number
 2021-1-ES01-KA220-ADU-000026310

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Key points of the module
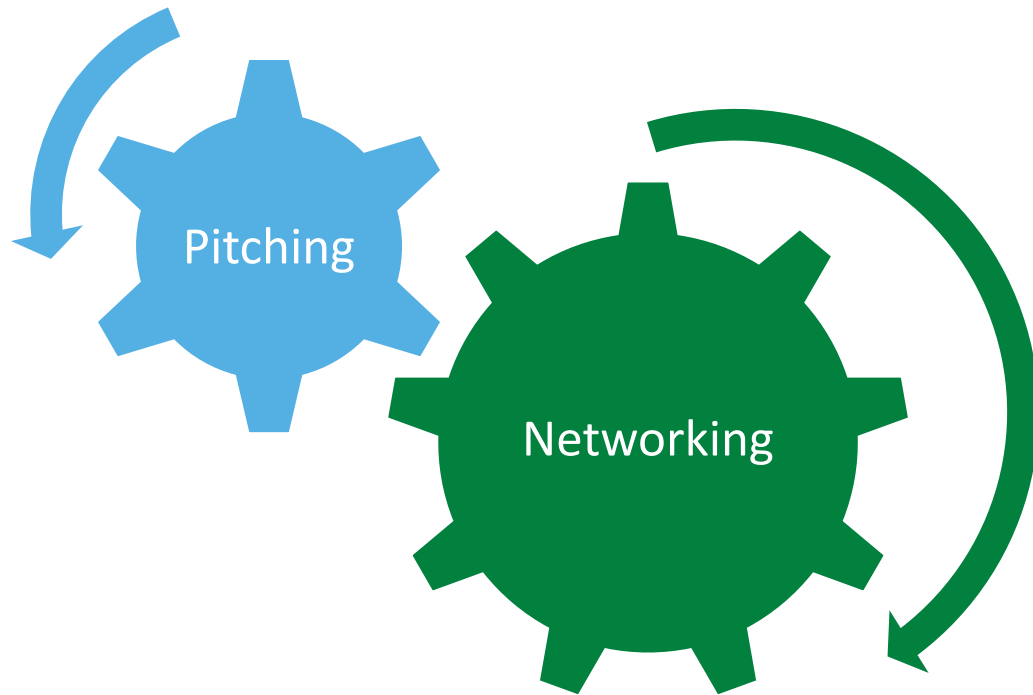
Reflection – networking

A strategic and intentional process of building and nurturing relationships with others.

Networking is important for career development, personal growth, and accessing opportunities.

Networking requires active listening, genuine interest in others, and the willingness to offer support and assistance.

Networking tools, such as business cards, online platforms, and professional events, can facilitate and enhance networking efforts.

Networking is an ongoing process that requires consistent effort, nurturing relationships, and maintaining professional connections.

Reflection – Pitching

Pitching is the process of presenting a concise and compelling message about yourself, your ideas, or your products/services.

The elevator pitch is a short and impactful pitch that can be delivered within the time span of an elevator ride, typically 30 seconds to 2 minutes.

The purpose of pitching is to capture attention, create interest, and communicate the value and benefits of what you have to offer.

Crafting an effective pitch involves understanding your audience, identifying their needs or problems, and offering a solution or value proposition.

Key elements of a pitch include a captivating opening, a clear problem statement, a solution or value proposition, and a strong call to action.

The pitch should be tailored to the specific context, such as networking events, job interviews, or business presentations.

Practice and preparation are essential for delivering a confident and impactful pitch.

Brainstorming

- What are some of the key takeaways from the module that you will remember and apply in the future?

- How can you apply the skills you have learned in this module in your personal and professional life?

- What surprised you the most about the module, and how has this changed your perspective on the topic?

Any questions?
Thank you!

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