

Lesson Plan 2: Networking as Part of a Job Search: The Networking Game

Core www.cfnc.org Area:

Job Search

Total Time:

One to two 50-55 minute class periods

Target Grades:

Grades 10-12

Suggested Timeline:

Any time close to the beginning of the school year

ASCA Correlation

(Which of the ASCA Standards does this lesson address?)

A-A	A-B	A-C	C-A	C-B	C-C	PS-A	PS-B	PS-C
X		X		X		X	X	X

Lesson Objectives

Students will be able to:

- 1. Explain what networking is and how the concept relates to a job search.*
- 2. Compare various ways in which people network.*
- 3. List networking tips important to consider in today's world.*

Materials Needed

- Materials/supplies for students to do a networking role play*
- A copy of the **Networking Role Play Organizational Chart** (Activity 1a)*
- A copy of the character roles using the **Character Card Template** (preferably printed on colored cardstock), (Activity 1b)*

Advance Preparation

- 1. Learn about the 'Game': The object of the role play is for the job seekers to "network" with the class members involved in the role play until they are eventually introduced to all of the human resource personnel. The first job seeker to "get an interview" with all four human resource personnel "wins" the game. (Note: "Get an interview" means that the job seeker asks the human resource person formally, "May I have an interview with you for a job for your company/business?")*
- 2. Review all directions to understand the cast of characters and rules of the game-much like a Murder Mystery game, the students are provided a role that they are to play during the course of the game.*
- 3. Choose a name for each company listed on the Organizational Chart (ex. Macy's Department Store, Fairview Hospital, Thomas Edison High School, and Our Community Bank). You May choose to use local names.*
- 4. Prepare the character cards by:*
 - a. Printing 6 sheets (with four cards each) for a total of 24 (customize with additional cards if you have a larger class)*
 - b. Cutting the cards out*



- c. Writing a student's name and a character role (from the Organizational Chart) on each card. (If using additional cards, add additional characters to the Organizational Chart)
- d. Include all other necessary information on each card. For example, you have a hospital in your community called Fairview Hospital. For the "Nurse at Hospital" and the "Parent of Nurse at Hospital", the cards for two of your students, Tom Smith and Jackie Hayes, would look like this:

Student Name: <u>Tom Smith</u> Character Role: <u>Nurse at Fairview Hospital and son of Jackie Hayes</u>
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Student Name: <u>Jackie Hayes</u> Character Role: <u>Parent of Nurse at Fairview Hospital and mother of Tom Smith</u>
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Playing the Game: Have all completed character cards on hand and distribute to each student in the class. Be sure to give these assignments 'secretly' so that the job seekers are forced to network in order to meet the managers.

5. Select four students to be job seekers and assign each a job seeker role (Financial Job Seeker, Education Job Seeker, Retail Career Job Seeker, and Medical Career Job Seeker) – Note: The job seekers don't need to keep their identities a secret. To simplify the game, you could introduce these students at the beginning.
6. Select four students to be the 'person with the power to hire' (Hospital Human Resources, School Principal, Bank Manager, Retail Store Manager)
7. Assign other character roles to remaining students.
8. Allow all students to begin moving around the room and 'networking'. It benefits all students to 'meet' each other so that they can help each job seeker make connections with the correct manager.

Activator (Typically 5-10 minutes)

Review basic terms related to networking:

networking = the act of meeting new people in a business or social context

Tell the students that they are going to have a chance to "network" in class by playing a role playing game similar to the Murder Mystery game.

Ask students for volunteers to explain what they think networking is. (Expect a variety of answers including "computer hardware networking". Guide students to think about networking in terms of meeting people, etc...) Once the students understand the concept of networking, continue with the activator and the directions to the networking game.

Ask the students if they have ever heard of or have played a Murder Mystery game. If someone has played it, have him or her explain to the rest of the class how it is played. Have others familiar with the game add details so that all students understand the concept of the game. (You as the teacher may need to clarify certain points, as the game is not a typical in that how the people involved in the game "play out their characters" really determines how successful the game is.)



Core Learning Strategies/Lesson Activities (Typically 30-40 minutes)

Session #	Step #	Responsibility	Action Steps
1	1	School counselor	<ul style="list-style-type: none"> • Focus on today's work: 1. Introduce the game by explaining the directions using the Networking Role Play Organizational Chart as a resource. While explaining how the game will work, hold up the prepared Character Cards for students to see. 2. Explain the objective and all rules of the game (see above) 3. Answer any student questions 4. Distribute character cards to students 5. Remind students to keep their character a 'secret' until they have been introduced to each other character 6. Encourage students to write down key details about other characters that they have met on their cards, as they would in a real networking experience. 7. Demonstrate and rehearse the process of introducing yourself to someone and asking if your new 'contact' has any acquaintances that it might be helpful for you to meet. 8. Remind the students that the first job seeker to meet and request an interview with all 4 managers (principal, bank manager, retail store manager, hospital human resource manager) wins!
	2	Students	<ul style="list-style-type: none"> • Complete the Networking Game until a winner emerges
	3	Counselor And Student Discussion	<p>Discuss:</p> <ul style="list-style-type: none"> • What did and did not go well during the networking process • What the students learned about networking • How this activity connects to a real job search process • Ways to network (through clubs and organizations, volunteer groups, social networking sites, professional organizations, etc.) • The advantages and disadvantages of each type of networking

(chart from RI School Counselor Association's Toolkits, found at www.rischoolcounselor.org)



Summarizer/Informal Assessment (Typically 5-10 minutes)

After completing this lesson, the students should be able to:

- 1. Explain what networking is and how the concept relates to a job search*
- 2. Compare various ways in which people network*
- 3. List networking tips important to consider in today's world*

Review the list of objectives above to be sure that all of the concepts were covered in the lesson role playing game and review. At the end of the lesson, discuss again the important role networking plays in a person's job search.

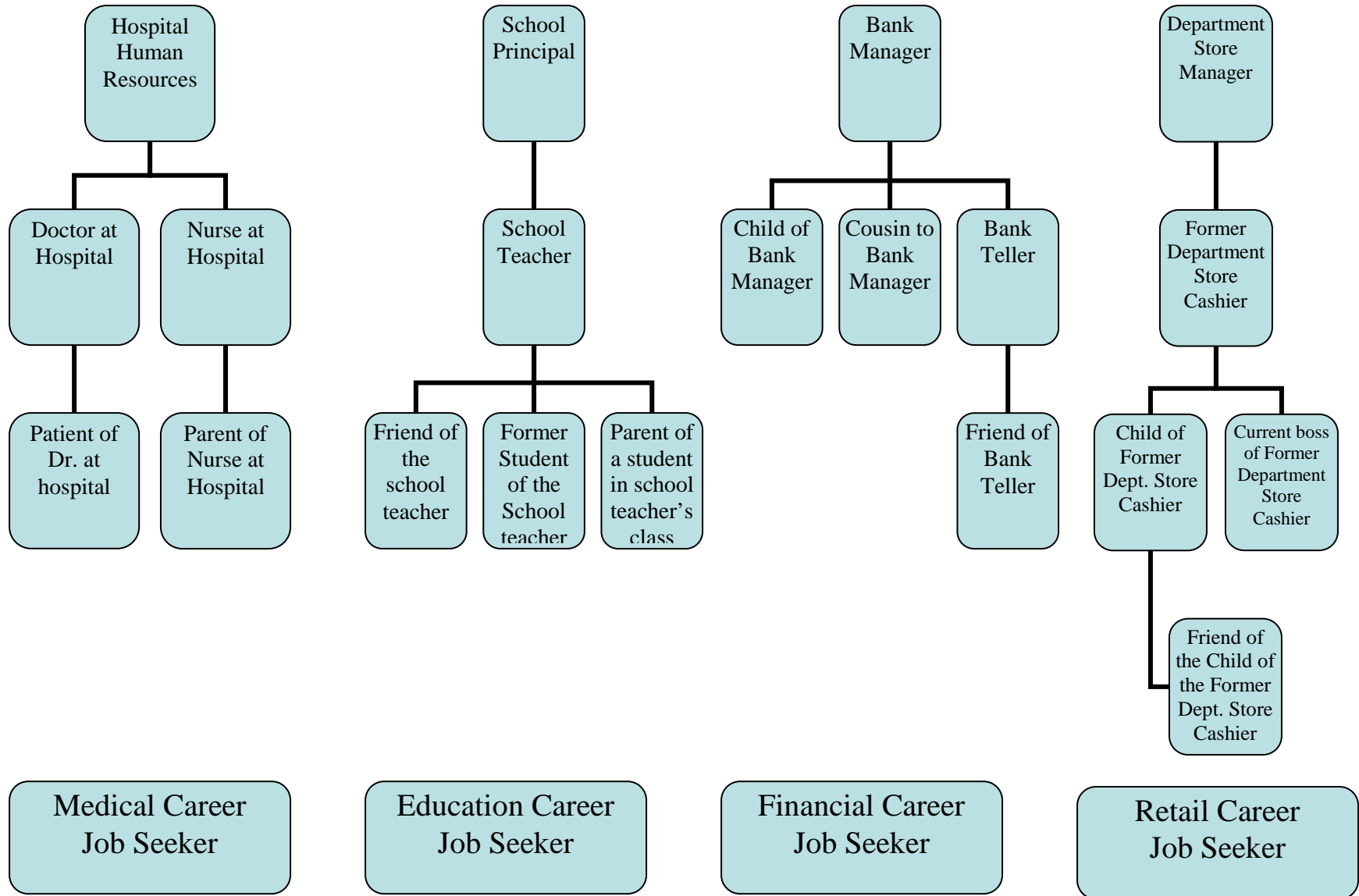
Follow-Up

Opportunities for additional learning could include the lessons provided related to Job Search project lessons.

If time, you may want to expand upon this lesson. For example, you could discuss what implications there could be if you were to play the role play game again—only this time add a “villain”. The villain could be a network predator. Ask the students for their ideas, and discuss how that may change the game. Could the game even be played that way? Encourage student discussion.



NETWORKING ROLE PLAY—ORGANIZATIONAL CHART



NETWORKING ROLE PLAY—CHARACTER CARD TEMPLATE

Student Name: _____

Character Role: _____

Student Name: _____

Character Role: _____

Student Name: _____

Character Role: _____

Student Name: _____

Character Role: _____