



SKIVRE Training Module 7:
VALUE ADDING THROUGH
NETWORKS
Exercises

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Check your Knowledge

Exercises

Exercise 7.1.

Select what elements are important for successfully building a network

- Long-term initiative
- Wait for others to contact you
- Know what you need from a network
- Have a well branded product
- Time and professional commitment
- Establish personal connections
- Don't tell anyone details about your ideas/initiatives
- Only focus on public sector representatives

Exercise 7.2.

What personal skills/competences are helpful when networking?

- Be passive
- Ask others what you can do for them
- Capacity to follow up
- Only contact people that can help you
- Be accessible
- Only think about short-term solutions
- Provide as much information as possible
- Use active and passive networking

Exercise 7.3.

Regarding Good practice 3 “The International Trappist Association - International network to protect brand and values”, explain in a sentence how the monastery successfully established networks.

Correct Answers

Exercise 7.1.

- Long-term initiative
- Know what you need from a network
- Time and professional commitment
- Establish personal connections

Exercise 7.2.

- Ask others what you can do for them
- Capacity to follow up
- Be accessible
- Use active and passive networking

Exercise 7.3.

Answers: Build relationships, networking events, support club, volunteers, cooperation