

## Network: a leverage for creative professionals

Developing your interpersonal network is essential if you have a creative career, as the market is mainly hidden.

<b>Phase</b>	» Maintaining your network » Developing necessary social skills
<b>Pre-Production</b>	
<b>Subject</b>	<b>Method</b>
Sources of support	Active methodology, putting the accent on the participants' inputs and giving them the possibility to exchange among peers. Presentation by the trainer as an expert of that field.
<b>Target groups</b>	<b>Objectives</b>
Artists, Creative and Cultural Professions	» To know how to develop your professional network on a daily basis » To acquire basic tools to maintain your network in a sustainable way » To be able to "sell without selling" your own projects
<b>Sectors</b>	<b>Results</b>
for all sectors, photography, visual and graphic arts, music, webdesign, dance, media, performing arts	» To be able to develop your professional network and to know how to maintain your network in a sustainable way
<b>Level of experience</b>	<b>Resources</b>
for all levels, Beginners, Intermediary, Experienced	» bibliography » Basic equipment (computer, video projector, flipchart, wifi)
<b>Prerequisites</b>	<b>Evaluations</b>
A clearly defined project	Questionnaire to be filled out by the participants (paper and online versions exist)
<b>Comments</b>	<b>Support material</b>
Our training session "Clarifying one's professional project" could be useful if you need to define more precisely your project. This module doesn't detail the usage of online social networks.	Powerpoint, Documents distributed to the participants
<b>Description</b>	<b>Other related recommended resources</b>
The concerns regarding the development of one's network are manyfold: who to contact, how to manage the bulk of potential contacts, how to approach certain people, how to promote your activities, which communication channels should be used, how to sell without selling out? This training suggests concrete ways to efficiently widen and maintain your network.	» Our training "Social networks as professional tools" is complementary to this one. » Infosheet "How to find a partnership?" » evaluation available
<b>Content</b>	<b>Duration</b>
» Definition and advantages of interpersonal networking » Evaluation and self-diagnosis: who is currently part of your network? » The networking strategy: unavoidable actors	7 h

<b>Participants</b>
up to 15
<b>Course language(s)</b>
Français, English
<b>Past track experience</b>
since 2011
<b>Trainer</b>
Michel Seifert
<b>Organisation</b>
SMartBE
<b>Contact</b>
Sophie Ypersiel
<b>Tested</b>
under the project <b>Routes to Employment</b>