

## Workshop Network (short version)

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

<i>Phase</i>	» Trainer advice	<i>Participants</i>
Pre-Production, Post-Production	<i>Method</i>	up to 12
<i>Subject</i>	Active methodology, putting the accent on the participants' inputs and giving them the possibility to exchange among peers. Animation by the trainer as an expert of that field	<i>Course language(s)</i>
Sources of support		Français, English
<i>Target groups</i>		<i>Past track experience</i>
Artists, Creative and Cultural Professions	<i>Objectives</i>	since 2016
<i>Sectors</i>	» 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	<i>Trainer</i>
for all sectors, photography, visual and graphic arts, music, webdesign, dance, media, performing arts		Michel Seifert
<i>Level of experience</i>	<i>Results</i>	<i>Organisation</i>
for all levels, Beginners, Intermediary, Experienced	» To be able to develop your professional network and to know how to maintain your network in a sustainable way	SMartBE
<i>Prerequisites</i>	<i>Resources</i>	<i>Contact</i>
A clearly defined project. Preferably have participated to the training "Network: a leverage for creative professionals".	» bibliography » Basic equipment (computer, video projector, flipchart, wifi)	Sophie Ypersiel
<i>Comments</i>	<i>Evaluations</i>	<i>Tested</i>
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.	Questionnaire to be filled out by the participants (paper and online versions exist)	under the project Routes to Employment
<i>Description</i>	<i>Support material</i>	
The concerns regarding the development of one's network are manifold: 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 workshop suggests concrete ways to efficiently widen and maintain your network.	Powerpoint, Documents distributed to the participants	
<i>Content</i>	<i>Other related recommended resources</i>	
» Exchanges about the participants questions/difficulties » Experiences sharing among peers	» Our trainings "Network: a leverage for creative professionals" and "Social networks as professional tools" are complementary to this one. » Infosheet "How to find a partnership?" » evaluation available	
	<i>Duration</i>	
	3 h	