NETWORKING LEARNING OUTCOME

NETWORKING

PART 1	GENERAL DESCRIPTION OF THE LEARNING OUTCOME	
COUNTRY	Italy	
ORGANIZATION	Link Consulting	
EQF´s LEVEL	3-4	
NAME OF THE LEARNING OUTCOME	NETWORK FOR MANAGEMENT OF BUSINESS ACTIVITIES	
DEFINITION OF THE LEARNING OUTCOME	To train the Professionals of Training to be able to issue to their students, the acquisition of network value as an organisational form as an alternative to the market and the hierarchy, by giving tools and methods to realize the process of development of network form, defined as the creation of relationship and cooperation among enterprises, allowing students to develop this value in a structured way.	
UNITS OF THE LEARNING OUTCOME	1.-	Knowledge sharing – sharing of information
	2.-	Continuous learning commitment
	3.-	Problem solving
	4.-	Strategic communication

PART 2	DEVELOPMENT OF THE LEARNING OUTCOME´s ELEMENTS		
LEARNING OUTCOME UNITS	**KNOWLEDGE**	**SKILLS**	**COMPETENCE**
Knowledge sharing – sharing of information It is the ability to exchange and share information and experiences among people with the same needs and goals, focused on the improvement of process for reaching a common result	Identify distinctive needs and information of target audience	Analyse the information received	Create a map of knowledge
	Identification of information required within an organization and their research Recognize information and exchange	Analyze business needs to seek the necessary information	Organize the information in a sistematic way
Continuous learning commitment It is the ability to use, pursue and apply new knowledge and skills in all of human experiences.	Set and pursue personal and educational goals Identify individuals and set up a network to exchange thoughts and views on topical issues Show a willingness to continuously learn and grow Seek feedback from others and accept constructive feedback Stay current with techniques and technologies in your field	Seeks out opportunities and takes any which present themselves to update professional knowledge Access learning sources and opportunities	Develop and create a learning plan as atool to create a learning environment where people share similar learning experiences Knowing and determing learning style to dicsover more about how people learn and determine learning style
Problem solving It is the ability to analyse, confront and successfully resolve problematic situations	Recognise techniques to solve problems leading to positive outcomes for themselves and their work environment	Give priority to the use of language as a tool for improvement of communication	Reorganize strategies for solving conflict situations
	Define conflict and solving in team		Use different form of thinking (the theory of 6 hunts)

Strategic communication It is the ability to realize and plan in a systematic way information flow, communication, media development and image care in a long-term horizon. It allows organization to integrate their disparate messaging efforts; to create and distribute communication with inner coherence	Recognize non-verbal communication techniques in order to influence actions and ideas and amplify the perception of individual	Distinguish non-verbal and verbal communication techniques	Use verbal and non verbal communication
	Identify communication techniques and analyse “organization” reputation	Distinguish communication objectives	Create a strategic communication plan

1. Project Partnership

This document has been elaborated by:

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