

International Entrepreneurship Educator's Programme

Entrepreneurial Learning - Pedagogical Note Series

13. Revolving Tables

1. Networking Techniques – Revolving Tables

The networking technique of revolving tables involves asking people during a dinner (or indeed course where the tables are in cabaret style) to change tables between courses or between sessions in a teaching and learning programme. It is designed to maximise the number of people that a person may meet at a networking event.

2. How is the exercise constructed?

In the entrepreneurship educators programme the networking technique of revolving tables was used between courses in the second dinner to enable participants to meet other participants and to enable them to informally talk and interview the invited guests and contributors. Participants were given a focused question or challenge – in the case of the programme to find out how enterprise education is supported and promoted by the invited guests institutions and organisations and to explore any challenges that they encounter. The technique is principally an informal one that is designed to develop informal discourse between participants.

3. Relevance to Entrepreneurial Learning

Revolving tables might be used in a range of contexts – it is very effective in situations where networking needs to be facilitated, such as, breakfast clubs or other events. It can be used in entrepreneurial learning within the University as an ice-breaker or as a method to encourage inter-group engagement in an experiential project where groups need to work together.

4. Outcomes

The outcomes somewhat depend on the use of the technique – it can be used to help students develop their informal conversation skills and help them learn how to network. In networking situations it can help people mix more than they would normally and is effective at encouraging informal conversations, which can lead to business opportunities.