Socialising and networking

VOCABULARY PRACTICE
UPPER-INTERMEDIATE | B2

Name: _____ Date: _____

1 Match each precise term with its definition.

1 rapport-building ____	**a** friendly, pleasant and easy to talk to
2 gregarious ____	**b** sociable and fond of company
3 networking event ____	**c** the process of developing mutual trust and ease
4 social capital ____	**d** an event organised for professional connections
5 extrovert ____	**e** the value gained from relationships and connections
6 introvert ____	**f** a person who gains energy from social interaction
7 affable ____	**g** a person who prefers quieter, more solitary settings
8 aloof ____	**h** distant and not friendly, deliberately keeping apart
9 cliquey ____	**i** forming small, exclusive social groups
10 convivial ____	**j** cheerful, friendly and full of good company

2 Choose the word with the most suitable connotation.

1 For someone who gains energy from social contact: extrovert / withdrawn.

2 For someone who prefers quieter settings: introvert / gregarious.

3 For a warm, cheerful social atmosphere: convivial / hostile.

4 For distant, unfriendly behaviour: aloof / affable.

5 For groups that exclude outsiders: cliquey / inclusive.

6 For the value gained through connections: social capital / isolation.

7 For someone easy and pleasant to talk to: affable / abrasive.

8 For fond of company and social gatherings: gregarious / reclusive.

3 Complete the networking collocations with one word.

1 build _____ (= develop mutual trust)

2 _____ capital (= value from social connections)

3 a _____ atmosphere (= warm and friendly)

4 an _____ manner (= distant, unfriendly)

5 a _____ group (= exclusive, closed to outsiders)

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6 forge _____ (= create professional connections)

7 _____ small talk (= making light, easy conversation)

8 _____ personality (= sociable and outgoing)

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4 Complete the case notes with words and phrases from the box.

affable | aloof | cliquey | convivial | extrovert | gregarious | introvert | rapport-building | social capital | networking event

Case A: Colleagues describe him as an 1 _____, energised by every 2 _____ he attends, while his business partner, an 3 _____, prefers smaller, quieter meetings.
Case B: New employees found the team 4 _____ at first, though most eventually found their colleagues genuinely 5 _____ once introductions were made.
Case C: The office party had a 6 _____ atmosphere, helped along by an unusually 7 _____ manager who made a point of talking to everyone.
Case D: Some staff seemed 8 _____ and hard to approach, though this may have simply reflected shyness rather than unfriendliness.
Case E: Years of consistent 9 _____ paid off, giving her substantial 10 _____ across the industry.

5 Read the text and answer the questions briefly.

The value of weak ties

Sociological research on networking distinguishes between strong ties, such as close friends, and weak ties, casual acquaintances met at events or through mutual contacts. Counterintuitively, weak ties are often more valuable for finding opportunities, since they connect people to different social circles that close friends, who tend to share similar networks, cannot access. This explains why occasional, seemingly low-stakes small talk at a networking event can pay unexpected dividends later. However, researchers caution that social capital built purely for instrumental gain, without genuine rapport-building, tends to be shallow and less durable than connections rooted in authentic interest.

1 What distinction does research on networking draw? _____
2 Why are weak ties often more valuable for finding opportunities? _____
3 What does this explain about small talk at networking events? _____
4 What do researchers caution about social capital built purely for gain? _____
5 What tends to happen to connections without genuine rapport-building? _____
6 What kind of connections are more durable, according to the text? _____

6 Rewrite each sentence using the word in capitals. Do not change the meaning.

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1 He gains energy from being around people. EXTROVERT _____

2 She seemed distant and hard to approach. ALOOF _____

3 The party had a warm, friendly atmosphere. CONVIVIAL _____

4 That group only lets certain people in. CLIQUEY _____

OVER TO YOU

Write a 120-150 word account analysing how personality and networking strategy interact in a professional or social setting, distinguishing observation from interpretation.

[ ] Use at least twelve target expressions. [ ] Control connotation carefully. [ ] Avoid unsupported assumptions.

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ANSWER KEY

1 Precise terms

1 c 2 b 3 d 4 e 5 f 6 g 7 a 8 h 9 i 10 j

2 Connotation

1 extrovert 2 introvert 3 convivial 4 aloof 5 cliquey 6 social capital 7 affable 8 gregarious

3 Collocations

1 rapport 2 social 3 convivial 4 aloof 5 cliquey 6 connections 7 make 8 outgoing/gregarious

4 Case notes

1 extrovert 2 networking event 3 introvert 4 cliquey 5 affable 6 convivial 7 gregarious
8 aloof 9 rapport-building 10 social capital

5 Reading - suggested answers

1 Between strong ties (close friends) and weak ties (casual acquaintances).
2 Because they connect people to different social circles that close friends cannot access.
3 Why it can pay unexpected dividends later.
4 It tends to be shallow and less durable.
5 They tend to be shallow and less durable.
6 Connections rooted in authentic interest.

6 Rewriting - possible answers

1 He is an extrovert. 2 She seemed aloof. 3 The party had a convivial atmosphere. 4 That group is cliquey.

Over to you

Answers will vary. Check lexical precision, appropriate connotation and separation of fact from inference.