

Remind yourself about what you have learned in Module 3, Unit 3, as this could help you to complete this worksheet.

| <i>Worksheet 1</i> | |
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| <i>SWOT-ANALYSIS, Part 1</i> | |
| Strengths | Weaknesses |
| Business sectors to which we have good access. | Business sectors in which we have made efforts but have not been able to establish contact. |
| Field S 1 (e.g. pharmacies) | Field W 1 (e.g. mining) |
| Business sectors that like to and often employ people with disabilities. | Business sectors with which we have contact, but which have hired very few or no people with disabilities so far. |
| Field S 2 (e.g. grocery shops) | Field W 2 (e.g. agriculture) |
| Specific companies with which we already cooperate well (good friends) | Companies with whom we have had bad experiences. (no-go areas) |
| Field S 3 (e.g. nursery "Beautiful flower") | Field W 3 (z.B. Amazon) |

- Enter the relevant sectors or specific companies you have worked with or know in your field of work.
- Refine the fields S1 and S2 by industry and then assign specific companies and names. List all addresses in field S 3.
- Make a list of existing partners that can serve as a basis for your network (corresponding to S1-3).
- Consider fields W 1-2: Why do you have weaknesses in field W1? Can you identify reasons? Why did no work start in field W2?
- Create a "black list" of W3