

Networking Your Network

Harnessing the power of others will enable you to exponentially achieve

Networking has been identified as critical to career success. Individuals need to be able to harness their networks both within their existing organization and externally to create a leadership presence and plan that wins. Participants to this program will be able to:

1. Understand the power of a well entrenched network on professional and organization success
2. Create a network map and strategies for improvement.
3. Learn rapport-building strategies for success.
4. Create a plan for ongoing engagement of networks.

This session will focus on the quantitative and qualitative aspects of a fruitful network and will be enhanced by emphasis on communication and relationships as a means to attain those networks.

Learning Outcomes

The Power of Networking

- Understand the true power of networking
- Understand the impact of a network to enhance current and future positions

Creating the Network Map

- Create a detailed network map
- Understand parameters that affect map, size, holes, levels, structure
- Identify areas of improvement and opportunity
- Align with current career goals and identify GAPS

Identifying Unique Opportunities to Enhance Network

- Share best practices and discuss intricacies of networking
- Understand how to build genuine long-lasting relationships
- Gain insight on how to avoid the "fake" one-time sales approach to networking
- Understand how to blend networking into your busy career life
- Differentiate between the role of structured groups and unstructured networks

Enhancing your Offering to Support Your Advocates

- Understand strengths and opportunities in communication and relationship styles
- Gain insight on building organizational equity
- Create learning plan to maintain commitment to self-engagement and accountability