

NETWORKING THAT WORKS!

THE CHALLENGE

Networks drive business success by providing access to clients and business partners. Natural human tendencies, however, often result in networks of chance rather than networks by design, thus holding us back from maximizing our network strength. For many, networking feels inauthentic. Some network well within boundaries, but neglect to cross boundaries such that their network works for them. This workshop leverages the Leader Network Diagnostic to help participants see their existing network strengths and to identify gaps that correspond to their professional goals and corporate challenges.

OBJECTIVES

Participants in this workshop will...



Identify hidden assets in their network



Identify connections that are either underrepresented or missing in your network



Recognize relationships that you are overinvested in



Identify key relationships to strengthen

IDEAL PARTICIPANTS

Individuals and teams seeking to build a network that supports their success.

LOGISTICS

1-day workshop (9AM - 4PM)

SAMPLE AGENDA

9:00 - 9:15	Welcome & Introductions
9:15 - 10:30	The Science of Networking: What Makes Networks Work
10:30 - 10:45	Break
10:45 - 12:00	Designing Your Future Network
12:00 - 1:00	Lunch
1:00 - 2:30	Strategies to Strengthen Your Network
2:30 - 2:45	Break
2:45 - 3:00	Individual and Team Action Plans

Note: If conducted as an intact team, the afternoon can be extended to allow for groups and teams to identify collective network gaps and to brainstorm contacts for bridging those gaps.

