



# CULTIVATING YOUR NETWORK

---

**January 15, 2015**

**Learning Circles for Women Leaders**

**Team C**

**Members - Camille Beben, Sarai Geary, Debra Lemmeyer, Nadine Rafaels, Terri Sosa**



# Subject Areas

- Definition
- Networking in Leadership Development
- Importance of Networking
- Networking in Action
  - Techniques
  - Enablers
  - Restraining Forces
- Conclusion



# NETWORKING DEFINED

- Webster's defines Networking as:
  - the exchange of information or services among individuals, groups, or institutions;
  - ***specifically, the cultivation of productive relationships for employment or business***



# NETWORKING IN LEADERSHIP DEVELOPMENT

- ECQ 1 – Leading Change
- ECQ 2 – Leading People
- ECQ 3 – Results Driven
- ECQ 4 – Business Acumen
- ECQ 5 – Building Coalitions

***A strong Network provides “Safety Net” from Going it alone!***

# NETWORKING -- CONNECTIONS ARE EVERYWHERE!





# Why is Networking Important?

***“Cultivation of productive relationships....”***

- Builds a “rolodex” of professional connections
- Fosters idea sharing with others experiencing similar work situations
- Aids in meeting your personal target(s) if networking is with those outside of your community of interest

***Quantity or Quality?***



# NETWORKING IN ACTION





# NETWORKING TECHNIQUES

- Know your elevator speech
- Exchange business cards with meeting attendees
- Be Positive - put your best foot forward
- Express opinions and ideas in a thoughtful manner
- Be flexible, open-minded and willing to seize the opportunity inherent in new assignments - accept new challenges
- Social networking
  - Keep it professional
  - Remember the ethical responsibilities in your profession

***Stay Connected for the Long-Term***





# DRIVERS WHICH ENABLE SUCCESS

## DO

*Be seen by others and noticed as someone with whom others want to make that important connection ...*

- Sit at the table
- Know your audience
- Establish personal credibility and knowledge
  - Offer positive solutions
  - Be timely in follow-up when asked for help
  - Ask thoughtful questions
- Get out and mingle
- Stay connected





# RESTRAINING FORCES

## DON'T

- Limit your input to problems without solutions
- Leave meetings dissatisfied due to missed opportunities to speak up
- Burn bridges
- Rely solely on electronic communication
- **Seek information only**



# Don't Leave This Impression



**“As I read the minutes of our last meeting,  
please keep in mind that each minute  
actually felt more like an hour.”**



# CONCLUSION

- Networking is beneficial both to the information provider as well as the recipient
- Networking fosters communication which is **CRITICAL** in making connections
- Establishes personal credibility
- Connections aid in successful outcomes

***Be seen as One who Makes things happen!***



**QUESTIONS?**