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**Meet, Share, Grow**

# Your Network is your Networth





# YOUR NETWORK IS NETWORTH

HOW NETWORKING, SOCIALIZING AND RELATIONSHIP BUILDING HELP  
US OVERCOME ROADBLOCKS, FIND SOLUTIONS AND IMPROVE OUR  
PROFESSIONAL EXPERIENCE

**BUSINESSCURE**

REACH YOUR POTENTIAL






# YOUR NETWORK IS NETWORTH

WHAT DO YOU THINK NETWORKING IS USEFUL FOR?

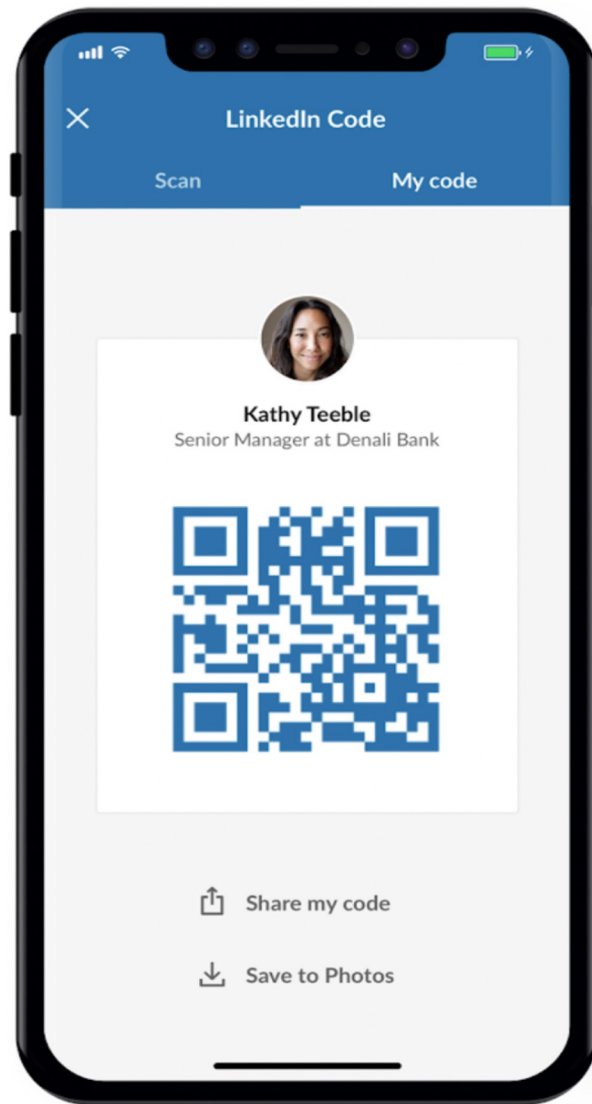
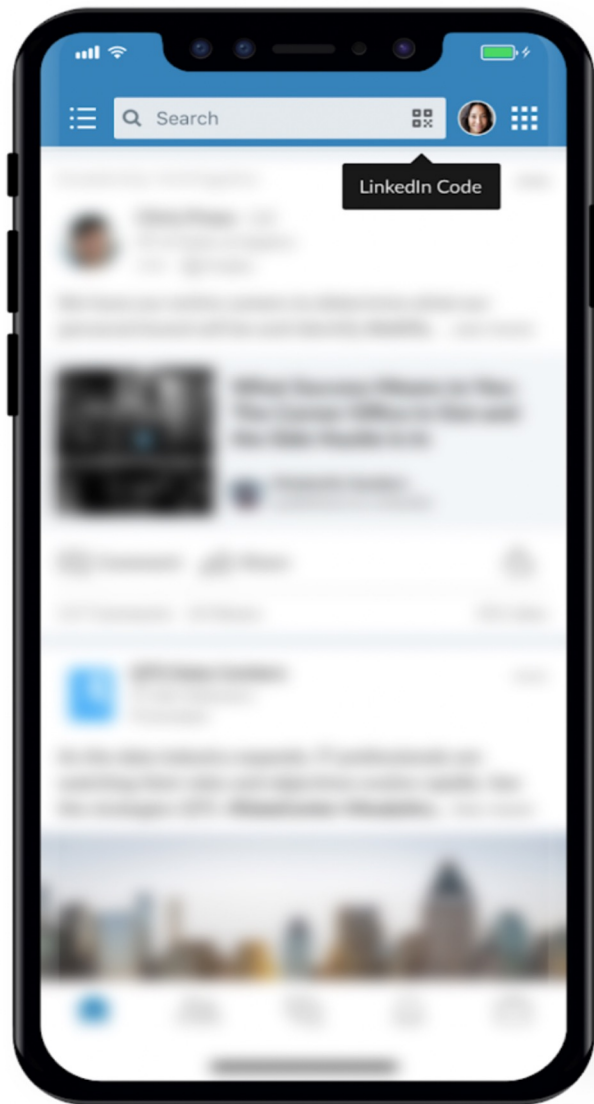




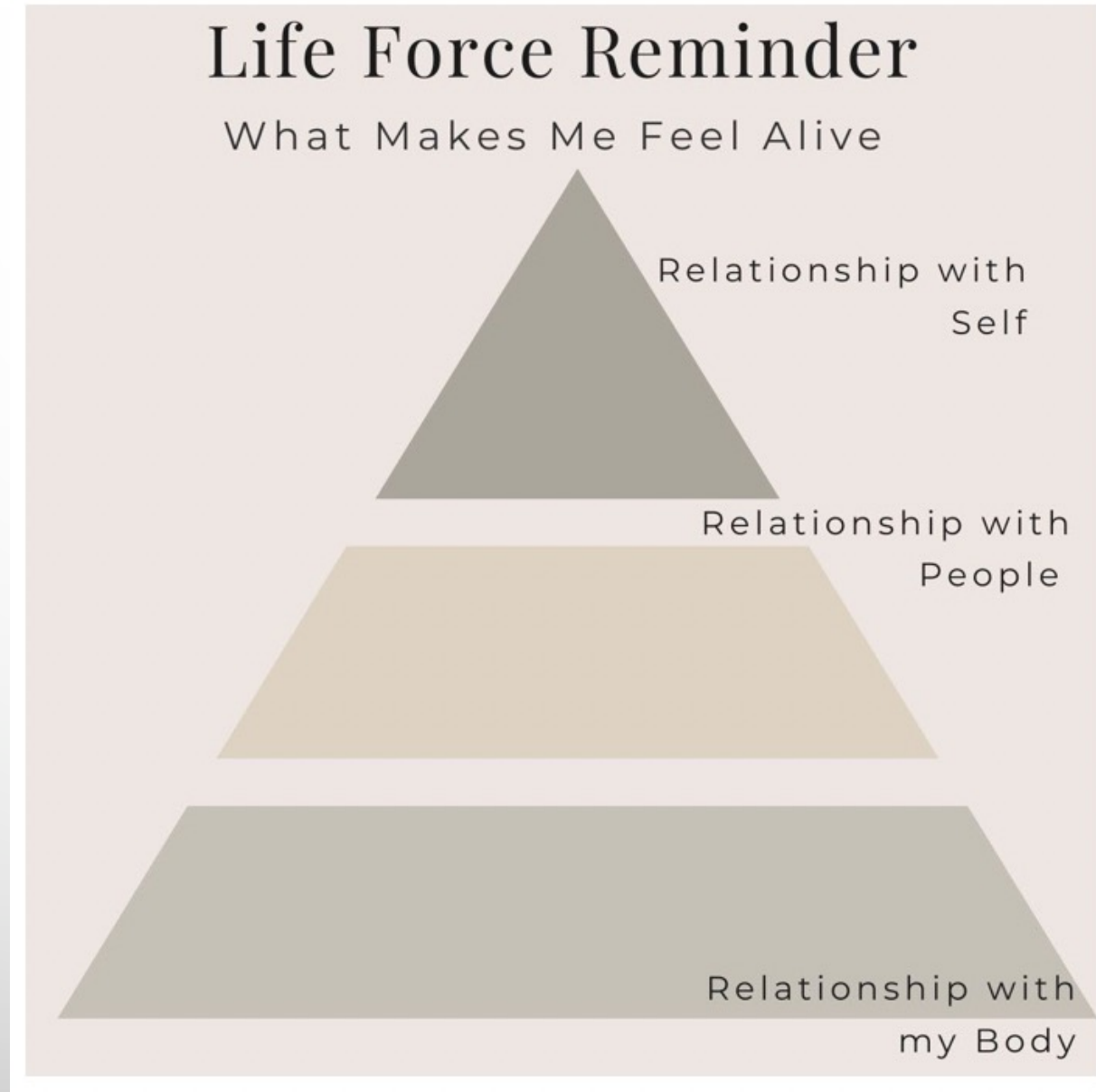
# AGENDA

1. CONNECT NOW!
  2. THE BASICS
  3. THE SHIFT OF PARADIGM
  4. NEW PROFESSIONAL CONTEXT
  5. NEW PROFESSIONAL MINDSET
  6. 60 SECONDS
  7. PRIMARY NETWORKING BENEFITS AND NETWORKING ENVIRONMENTS
  8. ASSESSMENT OF YOUR NETWORK
  9. REINFORCING AND ACQUIRING NEW NETWORKING SKILLS
  10. CONCLUSION
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# THE BASICS



# WHAT IS PARADIGM SHIFT

## THE INTERREGNUM

"THE CRISIS CONSISTS PRECISELY IN THE FACT THAT THE OLD IS DYING AND THE NEW CANNOT BE BORN."

## THE SHIFT IN MINDSET

- CHANGING THE I FOR WE
- NOBODY IS SELF-MADE
- MOVING FROM COMPETING IN SCARCITY TO CO-CREATING IN AN ABUNDANCE OF OPPORTUNITY



# NEW PROFESSIONAL CONTEXT

## 1. WORK FROM ANYWHERE

**KNOWLEDGE** WORK CAN BE LOCATION-INDEPENDENT, HYBRID MODELS, REMOTE WORK, AND DECREASED TRAVEL. DISTANCE BARRIER DISAPPEARS.

## 2. WORK FOR ALL

LABOUR POOL IS NO LONGER RESTRICTED TO BIG CITIES, WITH INCREASED ACCESS TO **TALENT**.

## 3. WORK AT WILL

INCREASE IN SHORT-TERM ON DEMAND POSITIONS, **PROJECT BASED**.

## 4. WORK SMARTER

AI, ROBOTICS, AUTOMATION, BIG DATA.

## 5. WORK FOR THE PLANET

NEWLY EMERGING ENTERPRISES WILL ADVISE, CREATE AND ENABLE THESE NEW JOBS IN THE INTERSECTION OF **CLIMATE CHANGE** AND PUBLIC SERVICES AS WELL AS CONSUMER PRODUCTS.



# NEW PROFESSIONAL MINDSET

## THREE BASIC PRINCIPLES

### 1. HORIZONTAL, FLAT STRUCTURES

DIVERSITY, **INCLUSION**

TALENT, EXPERTISE, SKILL SET

### 2. NETWORK ECONOMY, ENTREPRENEURSHIP, INNOVATION

PROJECTS VS. EMPLOYMENT - **COLLECTIVE INTELLIGENCE**

COLLABORATIVE ENVIRONMENT BASED ON SKILL

### 3. ONLINE AND IN PERSON - **COLLABORATION SKILLS**

TECH-EMOTIONAL BEHAVIOR, PROFILE

# SKILLS AND VIRTUES TO MASTER

## SKILLS

- ACTIVE LISTENING
- GROWTH MINDSET
- FOCUS MORE
- CULTIVATE LONG-TERM VISION
- BUILD RELATIONSHIPS

## VIRTUES

- TRUST - IS THE CONFIDENCE THAT YOU WILL RESPOND IN A PARTICULAR WAY - POSITIVE AND NEGATIVE
- AVAILABILITY - OFFER YOUR TIME, FOCUSED ATTENTION AND HELP
- REPUTATION
- KNOWLEDGE SHARING

60"



# ELEVATOR PITCH GUIDE

- NAME
- I AM FROM...
- PROFESSION / LINE OF WORK
- I COLLABORATE WITH / MY CLIENTS ARE
- WHY AM I HERE TODAY?
- WHO WOULD I LIKE TO **CONNECT** WITH? (PROFESSIONALLY OR PERSONALLY OR BOTH)
- REPEAT NAME





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# PRIMARY NETWORKING BENEFITS

## ADVANTAGES

- PRIVATE INFORMATION
- DIVERSE SKILLS
- POWER

## STRONG NETWORK GIVES YOU ACCESS TO

- EXPERTISE AND SOLUTIONS
- KNOWLEDGE
- INFLUENCE

## PEOPLE WITH RICH NETWORKS ACHIEVE

- HIGHER PERFORMANCE RATINGS
- FASTER PROMOTIONS
- HIGHER SALARIES
- TO REMOVE ROADBLOCKS WITH MORE EASE AND SPEED



# PROFESSIONAL NETWORKING ENVIRONMENTS

## BUSINESS

B2B2C

LEADS

PARTNERSHIPS

SPONSORSHIP

INNOVATION

PROJECTS

REPUTATION

## FREELANCE

B2B2C

PROJECTS

CLIENTS

OPPORTUNITIES

KNOWLEDGE

COLLABORATIONS

FRIENDSHIPS

## EMPLOYEE

PROBLEM SOLVING

INTERACTION WITH COMPANY  
STAKEHOLDERS

AMBASSADORSHIP

SKILLS

KNOWLEDGE

EXPERTISE

NEW WORK OPPORTUNITIES



## **Assessment of your Network through Wise Crowds**

Tap the wisdom of the whole group in rapid cycles

## What is it?

Wise Crowds make it possible to instantly engage a small or large group of people in helping one another.

## Why to do it?

Generate results

Liberate the wisdom and creativity that exist across disciplines

Tap the intelligence of the whole group

## How?

Groups of 3 – 4 - 5 people

Appoint a SPEAKER

Discuss for 5 minutes

Share your findings with the rest



# ASSESSING YOUR NETWORK

- DISCUSS YOUR NETWORKS. WHAT DO THEY LOOK LIKE? FAMILY, FRIENDS, WORK, INTERESTS...
- FOCUS ON YOUR STRONGEST AND YOUR WEAKEST TIES, WHAT ARE THEY?


## **ASSESS IT**

- ARE YOU ACTIVELY CONNECTING WITH YOUR NETWORKS?
- ARE YOU GROWING YOUR NETWORKS? HOW?
- WHEN WAS THE LAST TIME YOU MET A NEW PERSON? OR MADE A NEW CONTACT?


## **OR**

- WHAT PREVENTS YOU FROM NETWORKING?
- ARE YOU OVERTLY SELF- RELIANT? DO YOU THINK YOU DON'T NEED OTHERS TO GET THINGS DONE? OR TO FEEL GOOD?
- DO YOU FEEL YOU LACK THE TOOLS AND SKILLS TO NETWORK?





# REINFORCING AND ACQUIRING NEW NETWORKING SKILLS

- WHAT DO YOU NEED IN ORDER TO **IMPROVE** IDENTIFIED GAPS?
  - WHAT TYPE OF **TRAINING** WOULD HELP YOU TO GAIN MORE SKILLS AND CONFIDENCE TO NETWORK?
  - WOULD YOU LIKE **TO IMPROVE NETWORKING, SOCIALIZING AND RELATIONSHIP BUILDING PRACTICES AND SKILLS** IN YOUR PROFESSIONAL ENVIRONMENTS?
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# MEET, SHARE, GROW

## UPCOMING SESSIONS

- DIGITAL CULTURES AND AGILE MANAGEMENT (THURSDAY, MAY 11TH)
- THE MEANING OF COLLABORATION (THURSDAY, JUNE 15TH)
- ALL YOU HAVE TO DO IS ASK (THURSDAY, SEPTEMBER 28TH)



The background of the slide is a light gray gradient with several realistic water droplets of various sizes scattered across it. The droplets have highlights and shadows, giving them a three-dimensional appearance.

THANK YOU AND STAY IN  
TOUCH!

**BUSINESSCURE**  
REACH YOUR POTENTIAL



START GROWING YOUR AND NURTURING NETWORK