



**Meet, Share, Grow**

**All you have to do is ask**

**THURSDAY,  
28 SEPTEMBER AT 6 PM**



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The background of the entire image is a light gray gradient. It is decorated with numerous water droplets of various sizes, some appearing as simple circles and others as more complex, rounded shapes with highlights and shadows, giving them a three-dimensional appearance. The droplets are scattered across the frame, with a higher concentration in the top-left and bottom-right corners.

# ALL YOU HAVE TO DO, IS ASK

HOW TO MASTER THE MOST IMPOTANT SKILL FOR SUCCESS

**BUSINESSCURE**

REACH YOUR POTENTIAL

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. The main text is centered in a bold, dark blue font.

# JUST ASK AND MIRACLES CAN HAPPEN

CAN YOU SHARE WHEN WAS THE LAST TIME YOU **ASKED FOR HELP?**

IF POSSIBLE, CAN YOU DESCRIBE YOUR **REQUEST** AND THE RESULT?



# THE ORIGINAL HUMAN DILEMMA: TO ASK FOR HELP

ASKING FOR HELP IS OFTEN THE ONE **SIMPLE ACT** STANDING BETWEEN US AND **SUCCESS**. *BUT, THE THOUGHT OF ACTUALLY DOING SO CAN BE TERRYFYING FOR SO MANY OF US.*

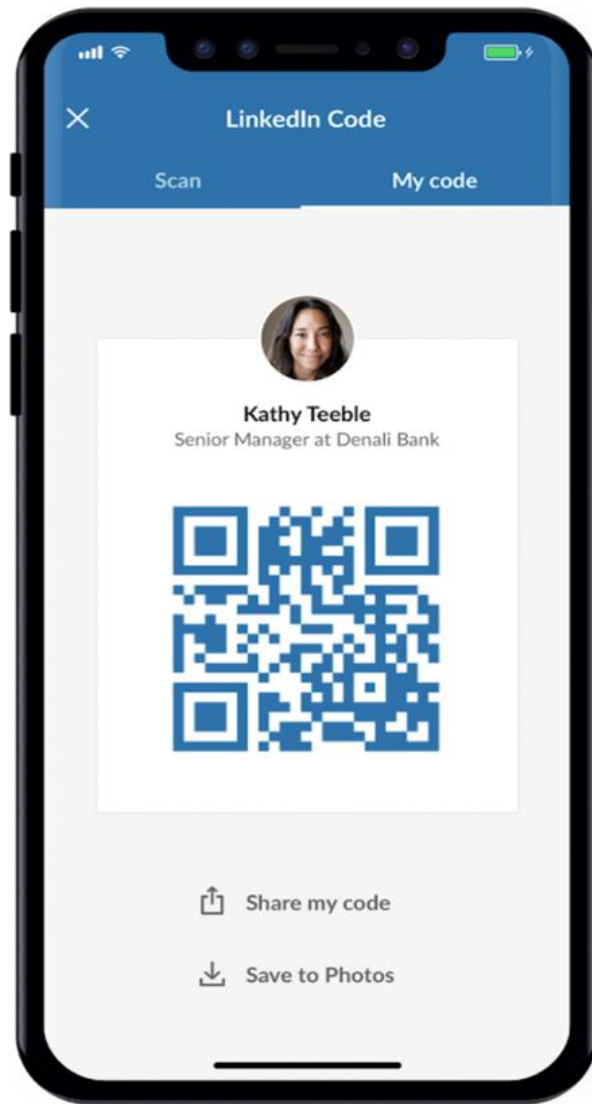
**IT DOESN'T HAVE TO BE, ALL WE NEED IS CLARITY IN:**

WHAT (NEEDS), WHO (NETWORK) AND HOW (SMART REQUEST) TO ASK.

# AGENDA

1. CONNECT NOW!
2. HUMANITY AND **GENEROSITY**
3. **COLLECTIVE** MINDSET
4. 60 SECONDS
5. WHY WE DON'T ASK?
6. WHY ASK?
7. WHO, WHAT AND HOW TO ASK?
8. **DETERMINING YOUR GOALS AND NEEDS**
9. SMART **REQUEST**
10. **RECIPROCITY** CIRCLE
11. CONCLUSION





# HUMANITY AND GENEROSITY

## UBUNTU

I AM BECAUSE WE ARE.

I CAN'T BE ALL I CAN BE, UNLESS YOU CAN BE ALL YOU CAN BE."

- *UBUNTU IS A SOUTHERN AFRICAN (NGUNI BANTU) TERM MEANING "HUMANITY".*
- *IT IS SOMETIMES TRANSLATED AS "I AM BECAUSE WE ARE", OR "HUMANITY TOWARDS OTHERS".*

TO PRACTICE HUMANITY, IS TO PRACTICE FEARLESSNESS. WHEN WE DON'T FEAR, WE ARE OPEN TO GENEROSITY IN OURSELVES AND TOWARDS OTHERS.



# COLLECTIVE MINDSET

## THREE BASIC PRINCIPLES

### 1. HORIZONTAL, FLAT STRUCTURES

DIVERSITY, **INCLUSION**

TALENT, EXPERTISE, SKILL SET

### 2. NETWORK ECONOMY, ENTREPRENEURSHIP, INNOVATION

EMPLOYMENT AND PROJECTS - **COLLECTIVE INTELLIGENCE**

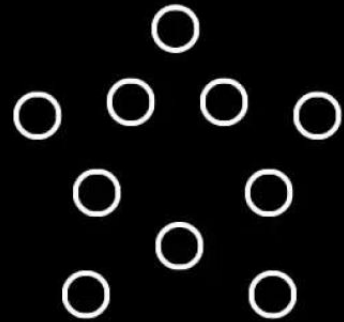
COLLABORATIVE ENVIRONMENT BASED ON SKILL

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

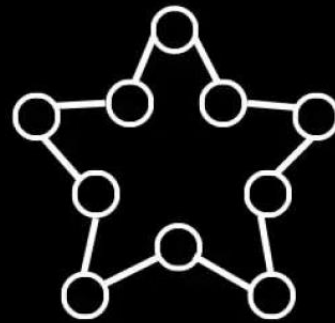
TECH-EMOTIONAL BEHAVIOR, ONLINE IDENTITY



# COLLECTIVE MINDSET



Knowledge



Intelligence

60''



# ELEVATOR PITCH GUIDE

- NAME
- I AM FROM?
- PROFESSION / LINE OF WORK
- I COLLABORATE WITH AND MY CLIENTS ARE?
- WHAT DO YOU THINK, ARE YOU RESOURCEFUL OR SELF-RELIANT?
- WHY AM I HERE TODAY?
- WHO WOULD I LIKE TO **CONNECT** WITH? (PROFESSIONALLY OR PERSONALLY OR BOTH)
- REPEAT NAME



# WHAT HOLDS US BACK

1. WE UNDERESTIMATE OTHER PEOPLE **WILLINGNESS** AND **ABILITY** TO HELP
2. WE OVER-RELY ON **SELF-RELIANCE**
3. WE PERCEIVE THERE TO BE **SOCIAL COSTS** OF SEEKING HELP
4. WE DON'T KNOW WHAT TO **REQUEST** OR HOW TO REQUEST IT
5. WE WORRY WE HAVEN'T EARNED THE **PRIVILEGE** OF ASKING FOR HELP
6. WE FEAR SEEMING **SELFISH**





# WHY ASK?

*HELP DOES NOT ARRIVE UNASKED FOR. PEOPLE CAN'T HELP IF THEY DON'T KNOW **WHAT YOU NEED** AND THEY DON'T KNOW WHAT YOU NEED **UNTIL YOU TELL THEM***

## IN WORKPLACE:

- HIGHER JOB PERFORMANCE AND **SATISFACTION**
- NEW HIRE **SUCCESS**
- FINDING JOBS OR **TALENT** FOR JOB OPENINGS
- TEAM PERFORMANCE AND COST REDUCTION
- PRODUCTIVITY AND PROFITABILITY

## PROFESSIONALLY:

- LEARNING AND PROFESSIONAL **DEVELOPMENT**
- **CREATIVITY AND INNOVATION**
- **MANAGING STRESS**



# WHO, WHAT AND HOW TO ASK?

*THE KEY TO FIGURING OUT “WHO KNOWS WHAT” - THE “KNOWLEDGE NETWORK” AND  
“WHO KNOWS WHO” - THE “SOCIAL NETWORK”*

- GENERALLY, WHEN WE NEED SOMETHING, WE START WITH **THE PEOPLE WE KNOW**.
- MAY FEEL MOST COMFORTABLE, THE REALITY IS THAT **MANY RESOURCES RESIDE OUTSIDE YOUR CIRCLE**.
- RISK OF **GROUPTHINK** AND CONFORMITY OF OPINION WHEN WE RELY ONLY ON OUR CLOSE CIRCLE OF CONNECTIONS.
- GOING **BEYOND** OUR INNER CIRCLE AND LOOKING INTERNATIONALLY CAN FEEL A BIT OVERWHELMING.



# WHO TO ASK?

IT'S ALL ABOUT NETWORKS

## **INNER CIRCLES – COMFORTABLE**

- FAMILY AND FRIENDS

## **WEAK TIES – ACQUITTANCES AND PEOPLE WE DON'T KNOW VERY WELL**

- BRIDGES BETWEEN SOCIAL CIRCLES

## **DORMANT TIES – ALIVE AS CAN BE, KNOWLEDGEABLE, SURPRISING, OFTEN EMOTIONALLY FILLED AND HIGHLY SATISFACTORY OUTCOMES**

- THE CONNECTIONS WE ONCE HAD THAT WE HAVEN'T MAINTAINED
- VALUABLE SOURCES OF HELP BECAUSE YOUR KNOWLEDGE AND NETWORKS DON'T OVERLAP AS MUCH AS THEY ONCE DID.

## **SECOND DEGREE CONNECTIONS – EXPERTISE, RECOMMENDATION, PROGRESS, RESULTS**

- LOOKING FOR A CERTAIN TYPE OF EXPERTISE, BUT YOU DON'T KNOW THE EXPERT YOURSELF.
- APPROACH THE EXPERT YOU NEED AS CLOSE AS POSSIBLE THROUGH A CLOSER CONNECTION THAT YOU ALREADY HAVE.

## **GLOBAL DIGITAL NETWORK – SOCIAL MEDIA**

- EXPERTS ACTIVE ON SM, COMMUNITIES WITH SPECIFIC INTERESTS, ONLINE GROUPS AND FORUMS ARE OPEN TO ALL

# WHAT TO ASK?

*YOU NEVER KNOW WHAT PEOPLE KNOW - OR WHO THEY KNOW - **UNTIL YOU ASK***

## **DETERMINING YOUR GOALS AND NEEDS**

1. **I AM CURRENTLY WORKING ON:** *ON A REPORT ABOUT DIGITAL CURRENCY THAT HAS A TIGHT DEADLINE IN TWO WEEKS. **AND I COULD USE HELP TO** DO SOME MORE RESEARCH ON CERTAIN TOPICS I AM NOT AN EXPERT IN TO MAKE SURE I INCLUDE ALL NECESSARY POINTS FROM THE GIVEN OUTLINE.*
2. **ONE OF MY URGENT TASKS AT THE MOMENT IS** *TO RESPOND TO OUR COLLEAGUES IN THE INTERNATIONAL DEPARTMENT AS TO WHETHER WE WILL BE ABLE TO TURN THE REPORT IN ON TIME. **AND I NEED TO MAKE SURE** TO PREPARE FOR THE UPCOMING CONFERENCE THAT WE HAVE PLANNED THAT IS ORGANIZED FOR ALMOST 2000 PEOPLE, WHERE WE NEED TO DELIVER A KEYNOTE.*
3. **I AM STRUGGLING WITH** *TIME MANAGEMENT AND KEEPING ON TOP OF MY TASKS **AND I COULD BENEFIT FROM BETTER PLANNING AND HELPING HAND** ON SOME OF THE CONFERENCE PREPARATION*
4. **ONE OF THE BIGGEST CHALLENGES IN MY LIFE** *IS TO NOT OVERPROMISE AND UNDERDELIVER. **AND I COULD SO WITH SOME ADVICE ON** WORK/LIFE BALANCE MANAGEMENT*
5. **MY BIGGEST HOPE IS TO** *TO IMPROVE MY SLEEPING HABITS AND SPEND MORE TIME WITH MY FAMILY. **AND I NEED** MORE TIME AND SPACE TO REFLECT ON IT.*



# HOW TO ASK?

## *YOU LEARN TO ASK FOR HELP*

### SMART REQUEST

**SPECIFIC** – GENERAL, BROAD, VAGUE REQUESTS DO NOT CAPTURE WIDER POSSIBILITIES. SPECIFIC REQUESTS TRIGGER MEMORY DETAILS.

**MEANINGFUL** – WHY IS THE REQUEST IMPORTANT TO YOU? IT IS NOT SELF-EVIDENT. WHEN OTHERS KNOW THE *WHY*, THEY ARE MORE LIKELY TO RESPOND, BECAUSE THEY *EMPATHIZE*. CONSIDER CONTEXT AND MAKE THE *WHY* MORE THAN JUST ABOUT YOU, CONNECT TO THE OTHER.

**ACTION ORIENTED** - REQUEST IS NOT A GOAL. *IT'S A CALL TO ACTION*. THE USUAL MISTAKE IS DESCRIBING THE SITUATIONS AND THE GOALS, ASSUMING OTHERS WILL KNOW WHAT ACTION NEEDS TO BE TAKEN.

**REALISTIC** – MAKE IT BIG OR SMALL, BUT MAKE IT *REALISTIC*. *TWO TICKETS TO A SOLD OUT CONCERT VS A TICKET TO THE MOON* 😊

**TIMEBOUND** – SET A DUE DATE. VAGUE REQUESTS SUCH AS *AT YOUR CONVENIENCE, OR SOMETIMES THIS QUARTER, OR DURING THIS YEAR* RARELY GET ANSWERED.

# RECIPROCITY CIRCLE

## NORMALIZING THE REQUEST PROCESS

**GUIDED ACTIVITY** THAT MAKES IT EASY FOR PEOPLE TO TAP INTO THE **GIVING POWER** OF A *NETWORK* TO OBTAIN RESOURCES THEY NEED

FUNDAMENTALS:

- WE ARE ALL IN THE SAME BOAT
- THE BASELINE IS THE SAME FOR EVERYONE
- IT'S A MOMENT DEDICATED TO REQUEST AND HELP
- NO LIMIT ON THE NUMBER OF PARTICIPANTS





## Meet, Share, Grow

**Your Network is your Networth**  
Thursday 23 March

**Digital Cultures and Agile Management**  
Thursday 11 May

**The Meaning of Collaboration**  
Thursday 15 June


**All you have to do is ask**  
Thursday 28 September



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

THANK YOU AND STAY IN  
TOUCH!

**BUSINESSCURE**  
REACH YOUR POTENTIAL





START GROWING AND NURTURING YOUR NETWORK