Who's On Your Side? - Mapping Your Work Wide Web

Networking = Friendship Building with a purpose. working relationships

Network Mapping - Who's where in your network and what's their role?

Role = What they do. How they help you. Why you're connected to them

Closeness = Felt strength of relationship. the working How well are you connected?

What Needs to Change? -Improvemements needed to make your network more useful

Networking Etiquette -

The unwritten trading rules

Powerful supporter **Sponsor**

Promoter Tells others about you

Informer Keeps you up to date

Adviser Coaching and feedback

Connector Introduces you to others

Expert Teaches you things

Who needs to be closer?

What roles are missing?

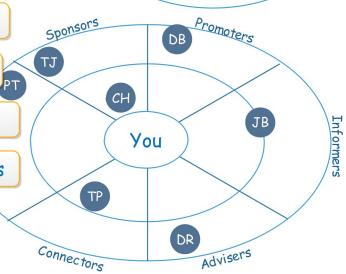
Who's wasting your time?

Dig your well before you're thirsty

Ask not what your network can do for you...

Fair trading

Reciprocity



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