

Valuable Networking

In today's working world, most of us are embedded in complex matrixed organisations, and matrixes of organisations. The better we understand how to build productive relationships with those in this extended network, the more we can increase: opportunities for growth; our ability to move initiatives forward; and the power to overcome obstacles.

Our Approach

Using a unique, four part model, we completely refresh the way participants think about, approach and implement 'networking'. Even for those allergic to the traditional understanding of that word, this model enables them to produce practical, useful and immediately actionable commitments that immensely increase their support base, thereby benefitting the wider organisation and its mission.

Benefits to the Organisation

- More that has to be done but is difficult to do, gets done, so the business moves forward more surely, and more quickly.
- As participants interact more effectively within and outside the company, they will increasingly bring valuable ideas and get input from useful partners into the organisation which will make a significant difference to its ability to deliver results.
- This work powerfully counteracts any tendency to work in silos.

Benefits to a Team

- Enhanced reputation for getting things done, so increased power and respect.
- Increased resilience in the face of opposition, so more gets done, more surely.
- The team's power, reach and creativity will be enhanced as the value of their network increases.

Benefits to Participants

- Exposure to more people, with new and interesting ideas, will help them grow, mature and so contribute more.
- Increasing perspective on themselves, their roles and their organisation often helps increase their resolve and commitment.