



### Competencies that are addressed:

#### PRIMARY COMPETENCY CATEGORIES:

- **Professionalism—**

Projects an image of maturity and integrity that creates credibility.

- **Influence—**

Consistently directs situations and inspires people for an all-win environment.

- **Interpersonal Skills—**

Displays a consistent ability to build solid relationships of trust and respect inside and outside of the organization.

#### RELATED COMPETENCY CATEGORIES:

- **Initiative—**

Proactively makes things happen. Evaluates self and others and takes positive corrective action. Is self-disciplined.

- **External Awareness—**

Sees things from multiple points of view. Is mindful of how actions impact others. Keeps up to date with issues that affect area of responsibility.

# Network to Build Business Connections

## SUMMARY

The fastest way that you can expand your network is to connect with someone else's network. In addition to expanding your own network, you can benefit others by connecting your network to theirs. In other words, it isn't just who you know, it is who wants to know you, and who wants to know the people you know.

## CONTEXT

It has become accepted wisdom that six contacts are all that separate you from anyone else in the world. The proliferation of social and business contact groups and the rapid growth of on-line contact networks speak to the average person's need to be connected.

In this module, you discuss where you can meet new acquaintances who can connect you to their networks. You will discover which groups may be the best for you to join, rather than letting chance decide where you are going to spend your time and effort. Once you meet new people, you look at ways that you can build on those contacts and become a connecting point for others.

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### At the completion of this module, participants will be able to:

- Choose the most appropriate groups to develop contacts
- Utilize the secret to name remembering
- Build on contacts for mutual benefit

*"Acquaintances, in short, represent a source of social power, and the more acquaintances you have, the more powerful you are."*

—Malcolm Gladwell