Importance of Networks

• Critical personal and professional contact groups that provide:
  – Feedback
  – Support
  – Insight
  – Resources
  – Information

Source: Jennifer Miller, 2010
Types of Networks

- Internal
  - Colleagues, peers, staff, and leaders within organization

- External
  - Relationships that extend your and your university’s exposure

- Operational
  - Networks to help you achieve job responsibilities

- Strategic
  - Networks to help determine future priorities and challenges

**Internal and external networks can be both operational and strategic**

How to Develop a Network

• Assess your work culture
• Consult your boss
• Be open/stay positive
• Make time to establish and maintain relationships
• Follow-up
Examples of individuals to include in your network

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Building the Pipeline
Managing Up: *helping your boss, help you!*

- Ground Rules
- Get Specifics
- Check Priorities
- Create Standard Procedures
- Lead Up
- Share Ideas

Source: US News & World Report, August 2015
Managing Up: evolving over time

• Engage
• Collaborate
• Challenge
• Advise
• Object
• Loyalty

Source: Forbes, November 2012
Collaboration

col·lab·o·ra·tion
kəˌlabəˈræSH(ə)n/

*the action of working with someone to produce or create something*

“Working hard for something we don't care about is called stress: Working hard for something we love is called passion.” —Simon Sinek