Expanding Your KU Network

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Agenda for Today

1. Introductions
2. Why networking is a topic directly related to diversity and inclusion
3. Attributes of a great networker
4. Opportunity to widen your network with a plan (with the help of those in the room)
Introductions
Introductions: Cards (2 minutes)
(write neatly — hang on to this)

1. Unit I work in:
2. What I do for KU:
3. One thing I like to help people at KU with is:
4. Full name:
Your 20-Second Introduction

• Something to have in your back pocket and your response to anyone asking who you are and what you do
• It needs to be clear, concise, summation of who you are and what you do – practice it
• Reverse it to have a starting conversation with others
  • Have two good openers
• Have multiple versions
  • What excites you about your work and how you bring value to others
  • What is something you (or your team) is particularly proud of
  • Something related to the event you are attending
Introductions: (20 seconds or less)

Your elevator speech

1. Unit I work in:
2. What I do for KU:
3. One thing I like to help people at KU with is:
4. Name:
Why networking is a topic directly related to diversity and inclusion
Discussion Question:

“KU is a campus that is run by personal relationships. That’s how things get done.”

Are there problems with this culture?
Attributes of a great networker

*Hint: It’s not about you*
Networking is about surrounding yourself with a support network for business and for life.
-- Catriona Pollard

A supportive system of sharing information and services among individuals and groups having a common interest
[http://dictionary.reference.com]

Creating a group of acquaintances and associates and keeping it active through regular communication for mutual benefit
[www.businessdictionary.com]
Top 7 Characteristics of a Great Networker

- Good Listener: 61.52%
- Positive Attitude: 56.39%
- Helps Others / Collaborative: 52.49%
- Sincere / Authentic: 52.40%
- Follows Up: 52.32%
- Trustworthy: 47.89%
- Approachable: 32.07%

Survey Responses from Business Leaders
3,389 Responses
Ivan Misner, BNI Survey 2016

Good Listener
Positive Attitude
Helps Others
Collaborative
Sincere/Authentic
Follows Up
Trustworthy
Approachable
<table>
<thead>
<tr>
<th>Inclusive</th>
<th>Exclusive</th>
</tr>
</thead>
<tbody>
<tr>
<td>Connection and relationship-based</td>
<td>Power-based with self-interest</td>
</tr>
<tr>
<td>What can I do for/with you?</td>
<td>What can you do for me?</td>
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<tr>
<td>Interested in contributing to the community</td>
<td>Game you play</td>
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<tr>
<td>Seeking other out to join your circle</td>
<td>Seeking to be in the power circle</td>
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<tr>
<td>Expand your circle of friends</td>
<td>Job advancement activity</td>
</tr>
<tr>
<td>Network filled with diversity</td>
<td>Closed network - &quot;Old boys&quot;</td>
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Networking Opportunity
What about KU?
Put together a plan based on what you can contribute

• Governance/committees/volunteer
• Post-Summit connections
• Getting out of your work space—be visible
• Use the back of your card to indicate if you want to reconnect with this group—I’ll help
• Sign up for training or a class
• Work on your 20-second speech
• Organize a book group, brown-bag lunch—initiate
Acknowledgements

• **Ian Smith**, Improvement Skills Consulting, United Kingdom. Improvement-skills.co.uk


• **Michael S. Solomon**, *Networking for Introverts – 7 Simple Steps.*

• **Jennifer Post**, *What is an Elevator Pitch?*, Business News Daily, January 20, 2017

• **Catriona Pollard**, Unknown To Expert, https://unknowntoexpert.com/