

Networking as a Strategic Project Management Resource

Created for a special group at
PMI CV 20th Anniversary Symposium
(April 7, 2017)

**Business is about results.
Results arise from opportunities.
Opportunity arises from relationships.**

*In Search of Leadership
Phil Harkins & Phil Sweet*

**Never forget that teamwork is really
just a series of great relationships.**

Molly Harvey

Networking: Business Success Strategy

**The intentional process of creating
& developing relationships from
initial contact to ultimate outcome.**

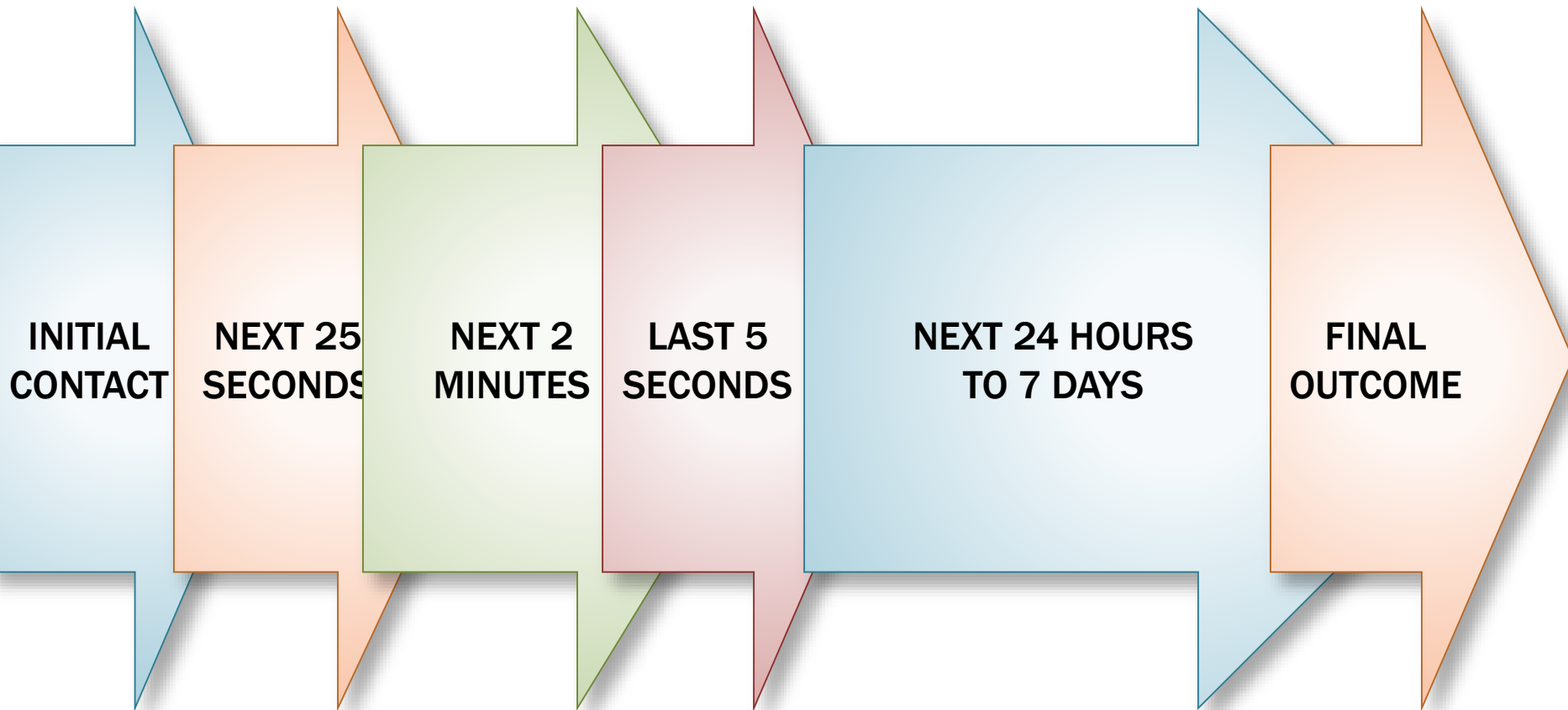
Networking Components

Process

Preparation

Persistence

MANAGING THE SOCIAL PROCESS



Networking Phases

Initial contact:

T.E.S.T

T – Taking Charge

E - Enthusiasm

S - Smile

T – Total Focus

Networking Phases

The next 25 seconds:

S.A.F.E

S – Situation

A - Activities

F - Family

E – Current Events

Networking Conversation Strategies

Be sincerely curious

The rule of 3 questions

Be an action listener

Supply feedback

Offer help

Communicating Effectively

Target Market

Benefit

Result

Networking Phases

The last 5 seconds:

A.C.T

A – Accept Responsibility

C – Create an Opportunity

T – Thank the Other Person

Relationship-Transition Strategies

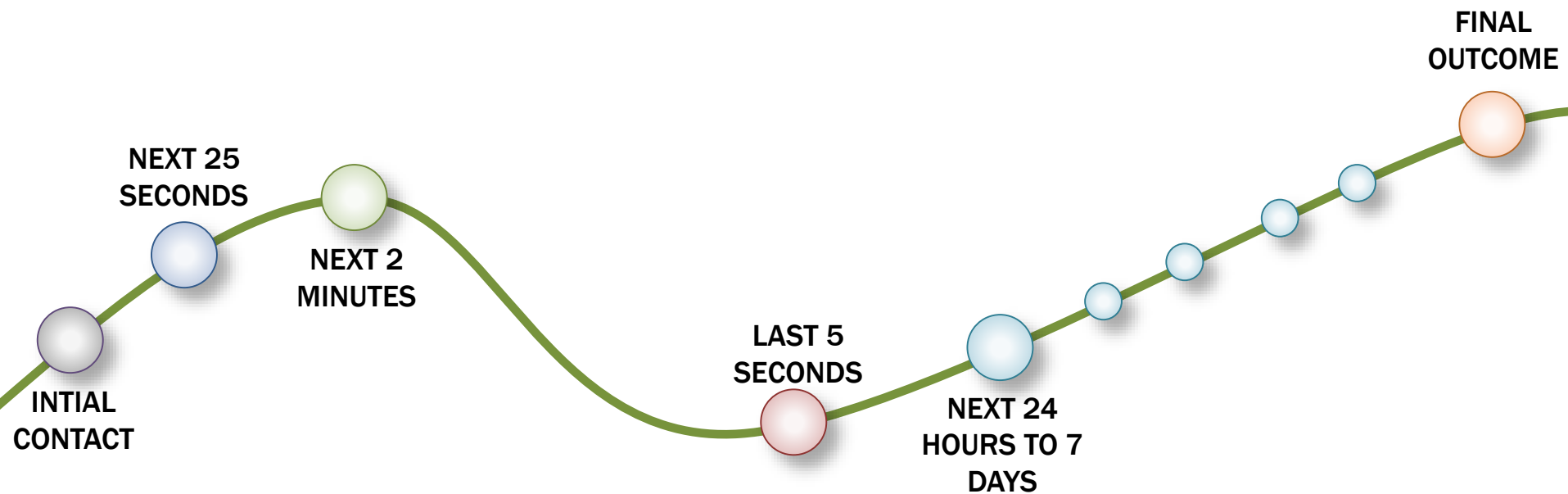
Start with the end in mind

Confirm value

Define parameters

Clarify reason

MANAGING THE SOCIAL PROCESS



Next 24 Hours to 7 Days

Pro-active

Persistent

Patient

Building Better Relationships

Contact drives...

the speed at which a relationship develops.

Communication determines..

the quality of a relationship.

Contribution dictates...

The depth of a relationship.

Networking Payoff Areas

Direct Results

Indirect Results

Opportunities

Resources

Relationships

**Every person you meet has
the potential to help you,
to the extent she/he is willing and able.**

**Your mission is to
stimulate their willingness
as you discover their ability,
relative to your situation.**

Michael Hughes