@AndyLopata

Connected Leadership

The Power of Professional Relationships for the 21st Century Leader

"The intellectual and social currency that a leader brings to their business will produce greater results than purely financial currency"

Phil Jones
Managing Director, Brother UK

"Chance favours the connected mind"

Steven Johnson – author of 'Where Good Ideas Come From'

This is the good stuff.

"Unless the leader is connecting inside and outside and inhaling different conversations, he or she cannot breathe ideas back into the business."

Phil Jones
Managing Director,
Brother UK

"Networking harnesses the power of diversity for the greater good."

Marianne Abib-Pech
Former Global CFO, Shell Aviation

Author, Financial Times Guide to Leadership

The Power of Professional Relationships

- A strong network of individuals IN A POSITION to help and support you
- Strong relationships with those individuals so that they WANT to help you
- Clarity of message and a willingness to ask so that they ARE ABLE to help you

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Building Your Professional Relationships

How deep are your professional relationships?

Mentimeter

13

Building Your Professional Relationships

"You may have 20 years experience in financial services in Europe but the best idea may come from a 22 year old in California.

Your door needs to be open and you need a diverse network for the news to reach you."

Birgit Neu
Global Head, Diversity & Inclusion
HSBC

"You are beginning to behave in a way that is no longer human and people who admire you are starting to regard you as cool, perhaps even cold ....

You see too many 'important' and not enough 'real' people."

Fritz Kraemer to Henry Kissinger, 1958

"Invest in your relationships and let your staff invest in theirs.

Make it a key long-term strategic goal"

Terry Browne
Country Manager and Head of Corporate & Institutional Banking, Danske Bank Ireland

برنامج قيادات حكومة الإمارات
UAE GOVERNMENT LEADERS PROGRAMME

Duke N

Point of asking for the sale/referral/help

Nurturing Professional Relationships

Nurturing Professional Relationships

The Structure of a Network

1. *Recognise*
2. *Know*
3. *Like*
4. *Trust*
5. *Support*
6. *Advocate*
7. *Friend* (moving into your personal network)

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Nurturing Professional Relationships – Building the Connection

- Commonality and Vulnerability
- The ‘I’ Test
- No agenda
- Exceed expectations
- Consistent and frequent
- Play where they play

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"Blessed are they who give without remembering and receive without forgetting."

Elizabeth Asquith Bibesco

Leveraging Professional Relationships

How do you feel when you need to ask for help from your network?

Mentimeter

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Leveraging Professional Relationships

- People are IN A POSITION to help you (Build)
- People WANT to help you (Nurture)
- People are ABLE to help you (Leverage)

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