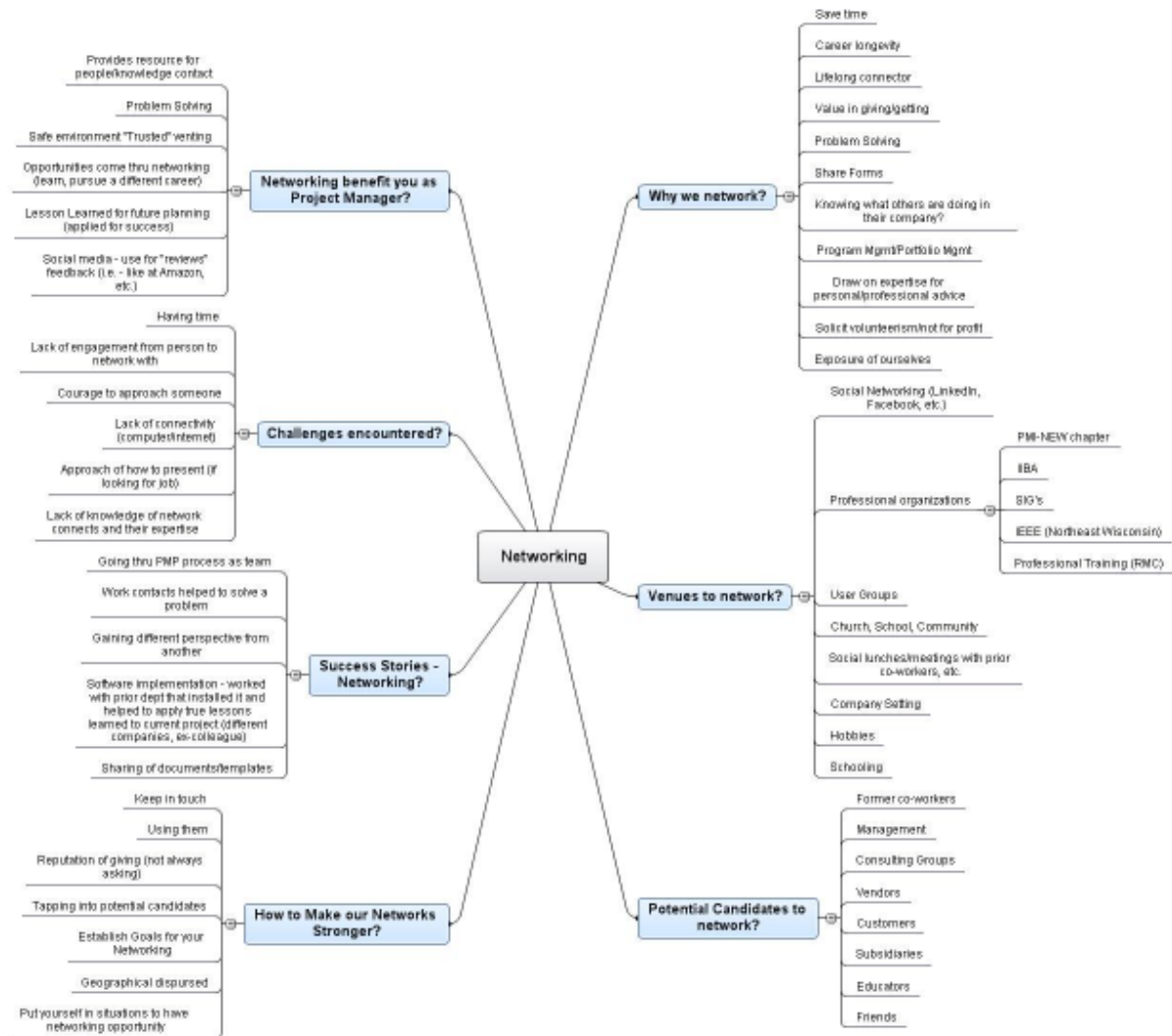


Networking



I. Why we network?	4
A. Save time	4
B. Career longevity	4
C. Lifelong connector	4
D. Value in giving/getting	4
E. Problem Solving	4
F. Share Forms	4
G. Knowing what others are doing in their company?	4
H. Program Mgmt/Portfolio Mgmt	4
I. Draw on expertise for personal/professional advice	4
J. Solicit volunteerism/not for profit	4
K. Exposure of ourselves	4

- II. Venues to network? 4**
 - A. Social Networking (LinkedIn, Facebook, etc.) 4**
 - B. Professional organizations 4**
 - 1. PMI-NEW chapter 4
 - 2. IIBA 4
 - 3. SIG's 4
 - 4. IEEE (Northeast Wisconsin) 4
 - 5. Professional Training (RMC) 4
 - C. User Groups 4**
 - D. Church, School, Community 4**
 - E. Social lunches/meetings with prior co-workers, etc. 4**
 - F. Company Setting 4**
 - G. Hobbies 4**
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- III. Potential Candidates to network? 5**
 - A. Former co-workers 5**
 - B. Management 5**
 - C. Consulting Groups 5**
 - D. Vendors 5**
 - E. Customers 5**
 - F. Subsidiaries 5**
 - G. Educators 5**
 - H. Friends 5**

- IV. How to Make our Networks Stronger? 5**
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 - B. Using them 5**
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 - E. Establish Goals for your Networking 5**
 - F. Geographical dispersed 5**
 - G. Put yourself in situations to have networking opportunity 5**

- V. Success Stories - Networking? 5**
 - A. Going thru PMP process as team 5**
 - B. Work contacts helped to solve a problem 5**
 - C. Gaining different perspective from another 5**
 - D. Software implementation - worked with prior dept that installed it and helped to apply true lessons learned to current project (different companies, ex-colleague) 5**
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 - C. Courage to approach someone 6**
 - D. Lack of connectivity (computer/internet) 6**
 - E. Approach of how to present (if looking for job) 6**
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VII. Networking benefit you as Project Manager?..... 6

- A. Provides resource for people/knowledge contact 6
- B. Problem Solving..... 6
- C. Safe environment "Trusted" venting..... 6
- D. Opportunities come thru networking (learn, pursue a different career) 6
- E. Lesson Learned for future planning (applied for success) 6
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