Chapter 43 - IFPO - CPO

Networking

Purpose

Networking is a long-term investment with your career and goals.

Networking takes place everyday and will help benefit you and your organization.

Build your skills through the use of others' knowledge.

Networking

- Security professionals encounter employees, managers, vendors, visitors, customers, law enforcement personnel, emergency response personnel, and government inspectors or agents on a near-daily basis.

- Building professional relationships with each of these groups of people will serve the security professional in a variety of positive ways.

- The cultivation and maintenance of these relationships is commonly referred to as "*networking*."

- Networking is the art of developing relationships with individuals for mutual benefit.

- Networking builds the foundation for both providing and receiving mutual support or recognizing mutual interest and can support career advancement.

The Importance of Networking

▶ It is in the security professional's own interest to establish and maintain working relationships with those they encounter or serve.

▶ Networking facilitates professional success through collaboration.

▶ Whether the relationships are formed through informal networking or through formal liaison activity, security professionals improves themselves through these often mutually beneficial relationships.

Networking

- Information is knowledge.

- Knowledge might concern a particular fact or a series of facts. Knowledge can be communicated, received, studied, researched, or instructed.

- The knowledge that others possess will impact the security professional's work in some way.

- Networking is the process of developing a two-way relationship that is mutually beneficial to both professionals.

- If the two people have a positive relationship, needs will be fulfilled.

Professional Organizations and Training

- Membership in professional organizations and the networking and training opportunities inherent to those memberships are an excellent way to build relationships.

- Consider the phrase, "If I don't know the answer, I know someone who probably does." That's where networking can help.

- As the security professional's career grows, they too will one day be "the person that might know that answer."

- Professional organizations :

  - International Foundation for Protection Officers (IFPO)

    - Specializes in entry-level and intermediate security officer training and certification.

  - ASIS International (ASIS)

    - Specializes in advanced training and certification for mid and senior-level security professionals and executives.

  - International Association of Health care Safety and Security (IAHSS)

    - Specializes in entry-level and intermediate security officer training and certification within the healthcare field.

  - Association of Certified Fraud Examiners (ACFE)

    - Specializes in fraud-related investigations.

Professional Organizations and Training

- Networking opportunities within these organizations are numerous.

- ASIS and IAHSS hold monthly chapter meetings across the world.

- IFPO has numerous training offerings, culminating in the Certified Protection Officer (CPO) and Certified in Security Supervision and Management (CSSM) designations.

- ASIS offers advanced training for its members, such as the Certified Protection Professional (CPP) and the Physical Security Professional (PSP).

- In addition to professional organizations, many postsecondary educational institutions offer associate's, bachelor's, and even master's degrees in security-related disciplines.

- These degree programs, although considerably more expensive and time-consuming than a certification or training program, also offer networking opportunities.

The Liaison Role

▶ Many liaison contacts will be formal professional relationships (i.e. those that are built through one organization interacting with the security team at a particular location). Examples include:

  ▶ Law enforcement

  ▶ Military

  ▶ Government inspectors

  ▶ Other security groups

  ▶ Related industry groups

  ▶ Safety organizations

  ▶ Fire department

The Liaison Role

- Liaising assists with:

  - Gathering timely and actionable information

  - Solving problems for your organization and others

  - Training

- The New York City Police Department, have developed a comprehensive information sharing programs; NYPD SHIELD.

- NYPD SHIELD is specifically geared toward private security.

- NYPD SHIELD incorporates both intelligence and threat briefings from NYPD staff with website and email notifications regarding incidents around the city.

- Similar liaison relationships can be developed when dealing with industry-regulation government entities.

  - United Kingdom: Security Industry Authority (SIA) established in 2001. Deals with job classifications, license status and accreditation.

  - South Africa: Private Security Industry Regulatory Authority (PSIRA): applicant review, background investigations on security companies, equipment review, firearm permits, and record keeping.

  - United States: governed at the state level

  - Canada: governed at the provincial level