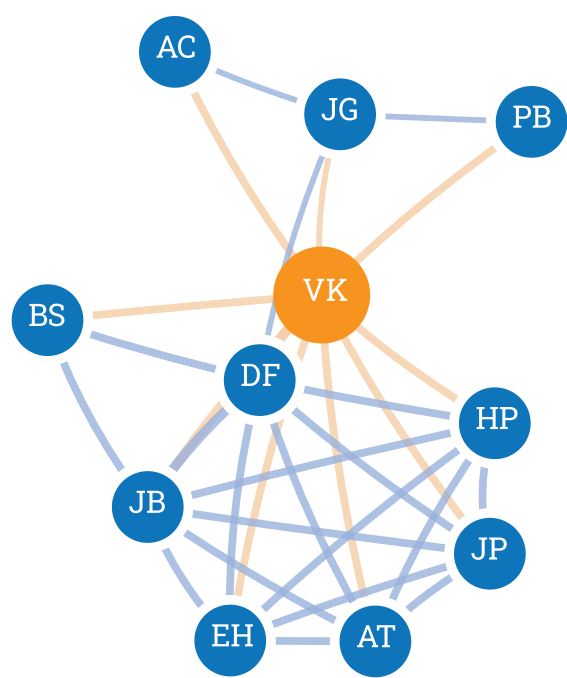


Network Analysis for

Vincent King

Vincent King's Network



This personalized report of your core-professional network is based on self-reported connections. Insights from this report are intended to help improve the effectiveness of your network. You should review this report in the context of your personal and professional goals. Overall, the key question is: How is your network helping you make progress on these goals?

This report has four key sections covering both the structure and the resources currently provided by your network. Each section has personalized suggestions and strategies to help you make effective and relevant improvements to your network.

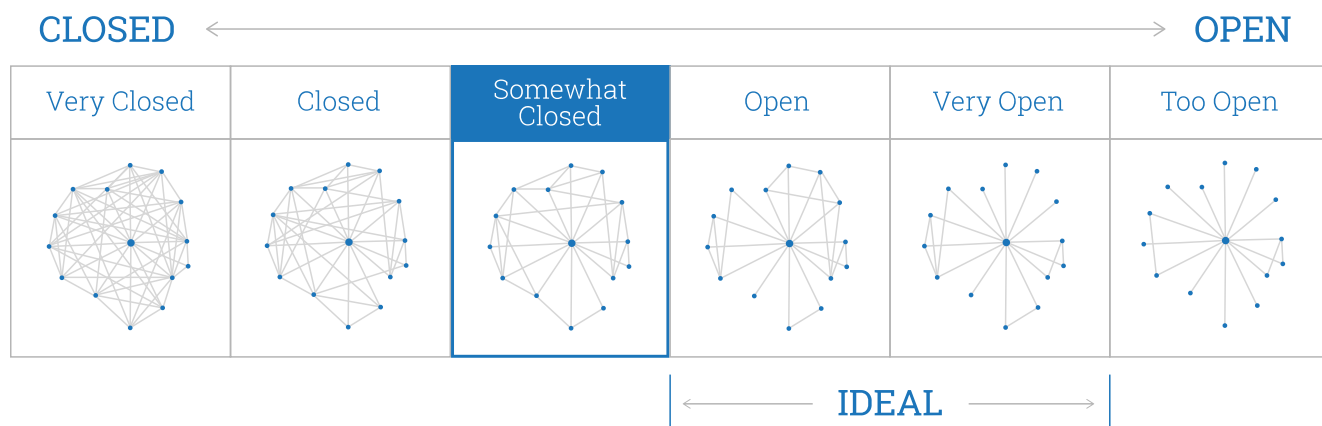
Content

- Page 2 - How **Open** is Your Network?
- Page 3 - How **Diverse** is Your Network?
- Page 4 - How **Deep** is Your Network?
- Page 5 - What **Resources** Does Your Network Provide?



Openness

You get value from your network when the connections in your network **aren't all connected to each other**. Each new connection is an avenue for differentiated, unique information, and the ability to make introductions in your network. In general, the more open your network is, the better. But don't fret too much if your network is more on the closed side because there can be benefits as well.



Your network is Somewhat Closed

In a closed network, the interwoven relationships of your connections can restrict the flow of external information and opportunities, leading to group-think.



You never want to forget to nurture your important relationships, but you'll benefit from having access to people across different network boundaries. Invest time in meeting people in different parts of your industry and nurturing those relationships.



Don't rely on introductions from your core network. In a CLOSED network, this can be counter-productive. You want to meet people not connected to your core. Consider attending meetings, events, or functions hosted by other teams or departments.



Invest in one new connection. The quickest way to open up your network is to build a relationship with someone your network doesn't know already. Embrace whatever strategy for making a new connections that feel most comfortable to you.



Open vs. Closed Networks - <https://Vimeo.com/NetworkLeader/Open>



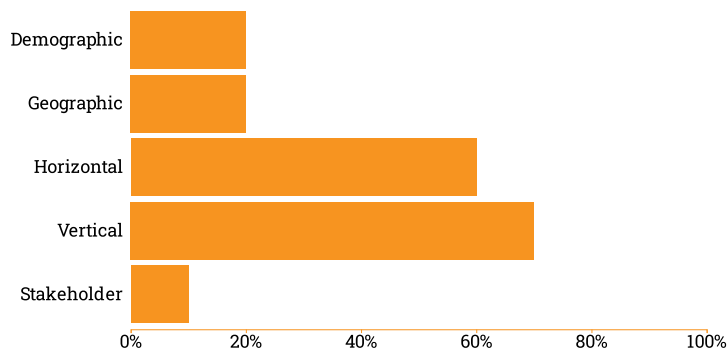
Diversity



A diverse network provides you with perspective and the opportunity to be challenged. Diverse networks include connections that cross one or more of these critical professional barriers:

Your network is mostly Focused

Your network is focused on only a few key areas, which could be your team, a committee, or a task force. While focusing on a few boundaries may be beneficial if you are working deeply on a specific task, chances are you may actually be overly focused and ignoring critical or strategic relationships.



Demographic

Relationships with people who look and think differently than you do

Geographic

Relationships with key people who are not co-located with you

Horizontal

Relationships that cross team and functional boundaries

Vertical

Relationships up and down the hierarchy and power structure

Stakeholder

Relationships with key customers, vendors, and thought leaders outside your organization



Consider whether your network is future-proof. Spend some time thinking about where you want your career to go in the near future. Brainstorm the kind of connections you will need to help you get there. If you don't see them in your current network, you need to diversify.



Invest time in branching out. Sit down with your network map and consider how much time you spend with each group. Branch out beyond the one or two groups where you spend the most time.



Make time to build new connections. It can be hard to find time to build your network, but it's worth the effort. Freeing up time to add new connections to your network may require you to invest some time in prioritizing your work.



Diverse Networks - <https://Vimeo.com/NetworkLeader/Diversity>



Depth

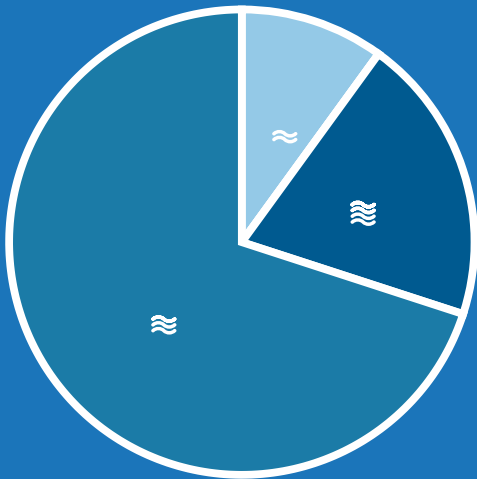


The depth of a network is measured by how strong the relationships are. One of the major benefits of your network is to receive support from your connections when you really need it. However, this support often depends on how much you have invested in your relationships and how deep those relationships are.

Your network is Deep

90% of your relationships being close or very close.

In a deep network it's likely you are involved in long-lasting and very close relationships. The time involved in maintaining this deep network may be restricting you from connecting with new, strategic relationships.



- 0% Very Shallow
- 10% Shallow
- 70% Deep
- 20% Very Deep



Reach out to a neglected connection. Identify someone in your current network with whom you would like to have closer ties. Reach out. Spend time together. Book time well in advance and commit to making it happen.



Invest more time in new connections. Expand your network by reducing the time spent with current relationships and spending more time interacting with new people. Deep connections will continue without much constant attention.



Create time in your schedule to connect. Connecting with a new contact takes more time than interacting with your current ties. Create blocks of time on your calendar that allows you to reach out thoughtfully and be open to invitations from others.



Deep Networks - <https://Vimeo.com/NetworkLeader/Depth>



Resources



Your network gives you access to resources that help you do your job and advance in your career. These resources fall into four main categories: Perform, Progress, Prosper and Prepare - and each is a critical resource for success. A strong network brings all of them together and becomes a powerful and effective professional accelerator.

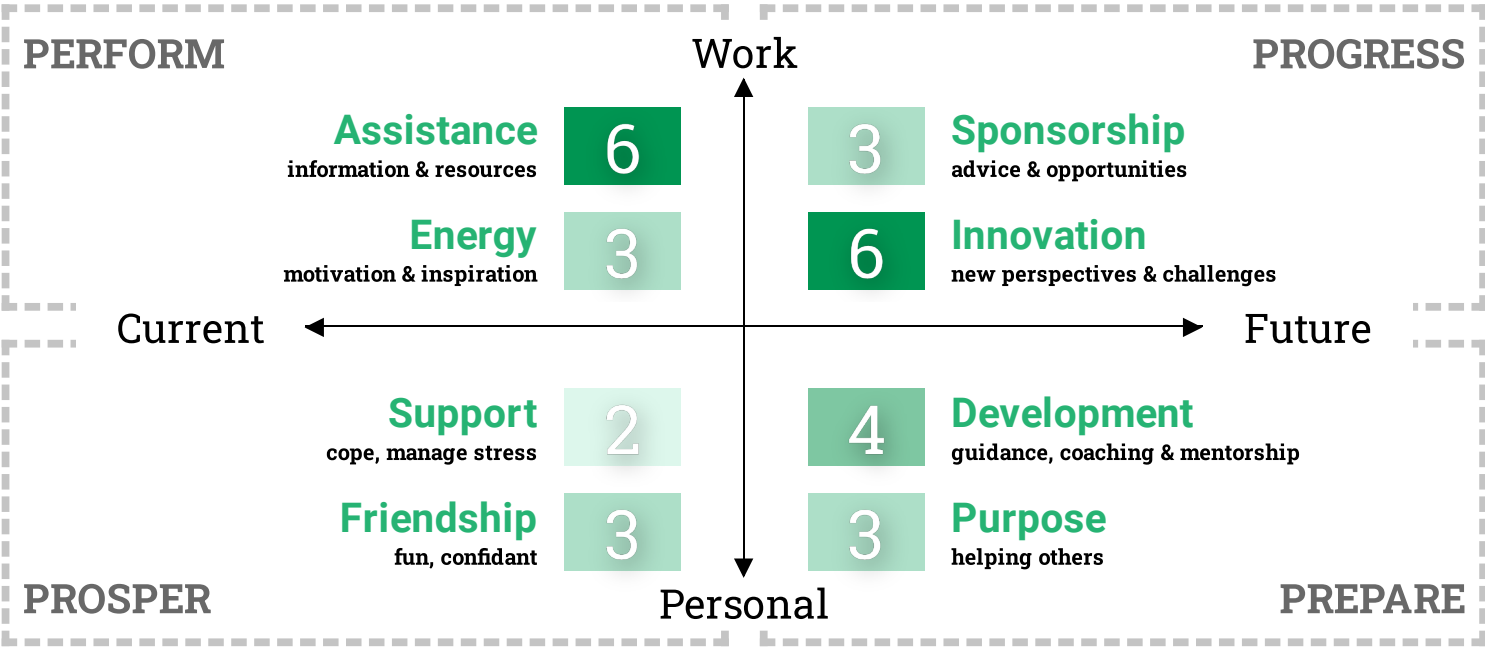
**PERFORM**
Lets you perform in your work by helping you get stuff done and stay energized.

**PROGRESS**
Helps you progress in your career to achieve your professional aspirations.

**PROSPER**
Helps you prosper when difficult challenges arise with support / friendship.

**PREPARE**
Helps you prepare for future opportunities through growth and development.

Below you'll see a data visualization of your network resources. The darker the shade of green means you have more resources in that area.



When you look at your resource chart check to see if your network is providing you with at least some of each of these key resources.

- What resources **are abundant** in your network? (dark green)
- What resources **are sparse** in your network? (light green)
- Which quadrants are **your strengths**?
- Which quadrants **need development** ?

 **Your Network Resources** - <https://Vimeo.com/NetworkLeader/Resources>



Individual Resources



This section shows the specific types of resources that are abundant and sparse in your network. It also shows which connections are providing multiple benefits. Look through both your resources and connections in the context of what you are trying to achieve at work and in your career. Is this what you need for the future?

	 PERFORM		 PROSPER		 PROGRESS		 PREPARE		
Connection	Assistance	Energy	Support	Friendship	Sponsorship	Innovation	Development	Purpose	Connection Quality
Dave F	✓	✓	✓	✓	✓	✓	✓	✓	8
Jono P	✓				✓	✓	✓	✓	5
John B	✓	✓	✓	✓					4
Ellie H	✓					✓	✓	✓	4
Harry P	✓	✓		✓					3
Alun T	✓					✓	✓		3
Paul B					✓				1
Alex C						✓			1
Ben S						✓			1
Jo G									0
Resource Abundance	6	3	2	3	3	6	4	3	

SPARSE



ABUNDANT



Key Questions

To Improve Your Leadership Network

1. Is there a boundary or area that I need to create a new relationship in that is either underrepresented or missing? If so, what is that boundary/area?
2. Are there specific resources missing from my network? If so is there someone inside my network that can fill that? If not, where could I start to fill the gap in my network?
3. Is there a relationship where I could invest in and strengthen that would positively impact the success of my goals? If so, who would this be?
4. Is there a relationship that I need to transition from an active state to a more latent state because the relationship is no longer mutually beneficial or is having a negative impact on the rest of my work relationships?



Simple Network Changes - <https://Vimeo.com/NetworkLeader/Changes>