

DEVELOP YOUR NETWORK

A Step by Step “How-to” Guide



2

Internal connection

How are my team linked?

- Who knows about me?
- What do they know of me?
- Who or what am I connected to?
- What would be helpful for me, my team?
- How much of my network are duplicates?
- What gaps/potential could be developed?



3

External network

Connect with Others

- How is my external network linked?
- Am I linked to diverse information, insight, advice or opportunities?
- What am I known/do I want to be known for?
- What's needed for this/my next career step?
- What is a good use of my energy?



4

Build Bridges

Reach out, prune, fill gaps

- Clarify what resources/support you need.
- Contact people above/below you.
- Seek diverse contacts or insight.
- Offer mutual support.
- Seek opportunities for development.

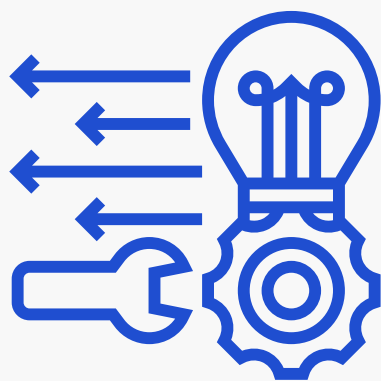


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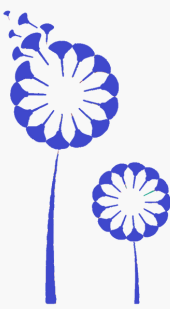
Stay Resilient

Overcome Obstacles

- Career success is rarely a straight path and many opportunities will be fortuitous.
- You may face obstacles and setbacks.
- Stay resilient and persevere through challenges while remaining flexible.



Want to know how to network effectively, communicate well and overcome anxiety?
Contact me at: info@MargaretCollins.com



WHY DEVELOP YOUR NETWORK?



Life's busy, why should I bother?



1

Research

Find new information.
Identify potential collaborators.
Develop relationships with potential reviewers and editors.
Grant application processes & opportunities.
Links with industry.

2

Teaching

Develop best practice awareness.
Connect with new methods/tech/updates.
Find supervisors/co-supervisors.
Identify potential examiners.
Create opportunities for my students.



3

Professional service

Development of policy or strategy.
Improving service or procedures.
Removing friction or creating synergy.
Developing external links and opportunities.
Good citizenship.
Creating a legacy.



4

Personal

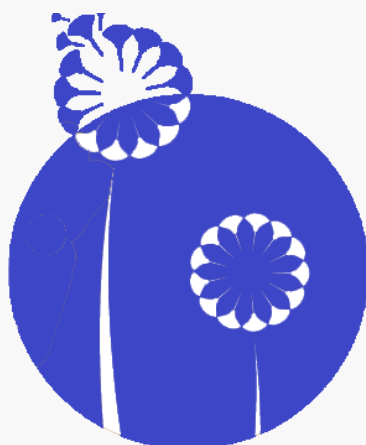
Personal and professional development.
Identifying mentors or sponsors.
Trusted personal & professional advisors.
Personal network support.
Caring responsibilities or career breaks.
Career advice.



Be aware:

Unconscious bias can be real even when it's not fair.
"Stepped support" from middle managers can be powerful and effective.
Find sponsors to vouch for your credibility.

Tired of being a "rushing researcher"?
Ready to learn about leadership?
Contact me: info@MargaretCollins.com



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