Fulcrum Point

Workshop outline · Working with others

Building Your Network.

Map the people you need across the organization and build working relationships with them. Participants leave with a network map and the influencing techniques to use it.

For

Anyone who wants to be more visible in their organization, open doors to opportunities, and work more effectively with others.

Format

One day. In person or live virtual.

What it is for.

In most organizations, things get done through relationships across functions. People who build those relationships get their priorities addressed. People who do not are overlooked, and working from home makes that easier.

Participants first map their potential network inside the organization: the functions they need to reach and the people worth knowing. They then practice influencing techniques and strategies for building support for their ideas, gaining stakeholder buy-in, and getting the cooperation their priorities depend on.

What you leave with.

- A map of your network across functions, and the people you need in it
- Insight into your own ability to build and keep working relationships
- Influencing techniques for building support and stakeholder buy-in
- An action plan for strengthening your network

Why it matters.

- Your priorities get addressed when the right people know about them
- A network opens career opportunities and keeps you visible
- Remote and hybrid work removes the chance encounters that networks used to grow from

Format.

Length	One day
Mode	In person or live virtual
For	Anyone who wants to be more visible in their organization, open doors to opportunities, and work more effectively with others.
Method	Self-assessment tools; Short inputs from the facilitator; Group activities; Individual and peer-to-peer assignments

Your speaker.

Lorne Michael Cousins

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Lorne Michael Cousins has spent twenty-five years inside corporate sustainability across China and the Asia-Pacific, as environmental auditor, sustainability consultant and leadership strategist. He is Senior Fellow and Council Director at The Conference Board, Asia, founder of Fulcrum Point Sustainability Consulting in Shanghai, and a Founding Member of the Sustainability Directory.

He holds an MEM from UNSW Sydney, a BA from UBC Vancouver, and Practitioner status with IEMA. Accredited Advisor, Future-Fit Business Benchmark.

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