# CAREER HOUR

## Networking

### How to Get the Best Out of It

Thursday 19th May 2022

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Outside of Work

Online

At Work

# Top Tips – Outside of Work

## What do you want to get out of it?

- It helps to think about the event beforehand and it's OK to just want to chat to likeminded people, no more, no less.

## Have some opening questions ready

- It's as simple as "Hello, what brings you here?"

## "Giver's Gain"

- To make a good connection, think how you might be able to help a person in some way

## Elevator Pitches (PVP)

- Love 'em or hate 'em it does work if you think beforehand about common questions you are likely to get

## Make the connection

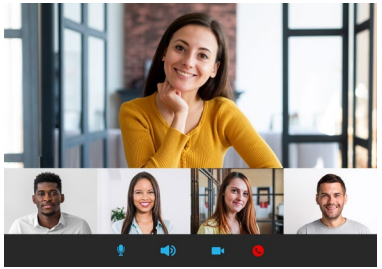
- Make sure you have the details of the person you've enjoyed talking to – ask!

## Don't stick with the same person

- Think about how you can move on – drinks, comfort break etc

# Top Tips – Outside of Work

- Make sure your full name is showing, it's easy to change it
- Use your camera on whenever you can
- Take part in chat discussions and ask questions
- Make it easy for people to connect
- Tell others you're attending events – share links
- Use memorable, talking point, virtual backgrounds – or choose a specific object or book!



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Post-it

The PMO Conference
PMO
Conference
PENNY PULLAN
DIRECTOR
MAKING PROJECTS WORK
SPEAKER

If we create networks with the sole intention of getting something, we won't succeed. We can't pursue the benefits of networks; the benefits ensue from investments in meaningful activities and relationships.—Adam Grant

# Online Networking - why bother?

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Instead of better glasses, your network gives you better eyes.—Ronald Burt

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# Networking Internally *Why You Should*

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| | | | |
|---|---|---|---|
| Make strong connections with departments that impacts the PMO | Make strong connections with other employees and managers that impact the PMO | Gain ideas and inspiration from other areas of the business | Strengthen your own business knowledge / knowledge sharing |
| Helps increase job satisfaction e.g., making tasks easier | Know what's happening in the business – e.g., new opportunities | Be more visible, professional reputation and known | Support systems in place – plus quicker and easier to do your job |

# Networking Internally *How You Can*

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| | | | |
|---|---|---|---|
| Get into the mindset! | Utilise your own manager's network | Creating Communities of Practice – events, lunches etc | Setting regular communications from the PMO |
| Creating cross-functional forums | Creating the PMO open door policy / support hub | Providing a coaching and mentoring programme | Focus on some behavioural-confidence building skills development |

# PMO is a boundary spanner

*People within an organisation who have, or adopt, the role of linking the* organisation's *internal networks with external sources of information.*

**Project management office' a knowledge broker in project-based organisations**
https://houseofpmo.com/members/library/the-pmo-is-the-knowledge-broker/

"The PMO as a boundary spanner is all about the PMO having the potential to connect people within the organisation in some way that could mean more knowledge sharing goes on.

It says we're the ideal bunch of people for this – we span at least three levels of the organisation – upper management, PMO itself and the PM & teams.

It also raises the idea that knowledge brokering – or being the spanner – is very much a social process and we are involved in participating in the interactions."

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# PMO is a boundary spanner

**Potential Roles in the PMO Spanner**

There are potentially different roles – these are interpreter, negotiator, ambassador, educator and translator.

**PMO needs to develop more social interaction capabilities**

Which means developing skills in facilitation, relationship building, coaching and mentoring. In other words the project managers are telling you to stop creating databases and talk to them

https://houseofpmo.com/members/library/the-pmo-is-the-knowledge-broker/

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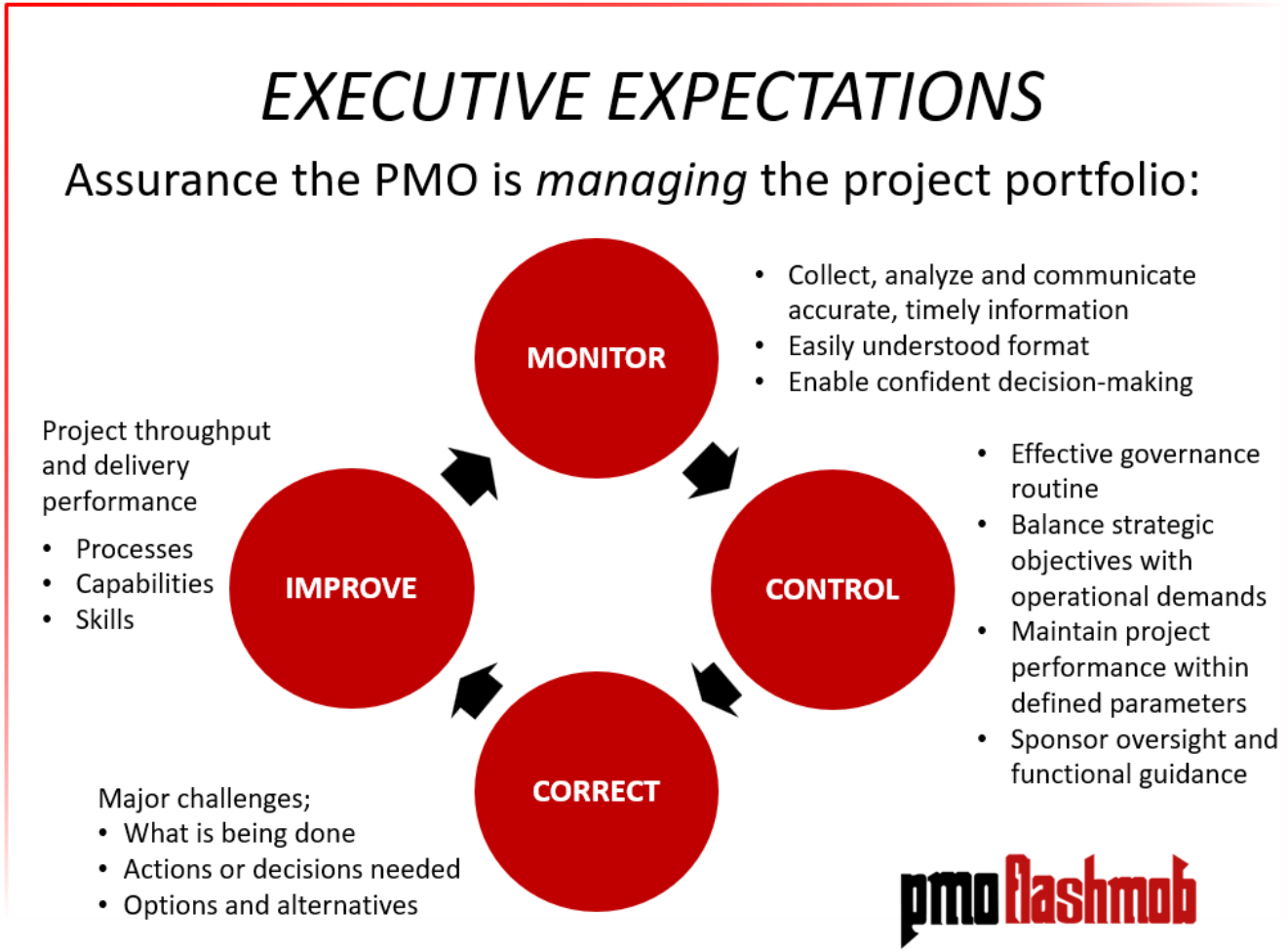
# Speaking with Executives

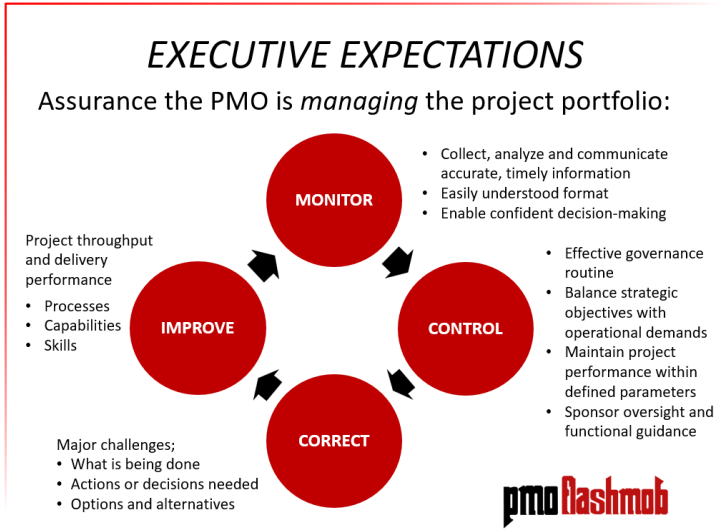



https://houseofpmo.com/members/library/speaking-to-senior-executives/

# Speaking with Executives

## *What and How the PMO Communicates*

- They need help with decision-making so the PMO needs the data and the facts
- The PMO needs to talk the right (business) language
- Get into the senior executives shoes – see it from their point of view
- Focus on outcomes and benefits in conversations
- Adapt to who the senior executive is and what their own challenges are
- Do it regularly

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# Did we cover what you expected?

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# What's Next?

SUPER SERIES

Agile PMO

monday 23rd may

THIS SESSION

Removing Blockers

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