

# 5 Skills and Behaviors Used by Agile Leaders to Network



**Networking effectively with stakeholders and other key contacts calls for specific skills.** Review the following capabilities and adapt them as needed so you can apply them to future interactions.

## Be Focused

Agile leaders are focused on what they want from networking. Know the outcome you are seeking. For example, internal networking within your organization could be used for increasing your visibility, widening your circle to collaborate on more projects, etc. External networking might be used to connect with related industries, potential customers, etc.

## Be Strategic

Are you strategically minded when it comes to your time and resources in order to develop new networks and re-energize old networks? Timing is everything—and different opportunities call for different types of connections at the most appropriate time.

## Be Resilient

There are always interruptions and other obstacles that may interfere with your momentum, but consistently moving forward with your networking plan is crucial. If you are unable to get on another person's calendar after repeated tries, you may want to point your energies in another direction—or you may decide that being more assertive with them will ultimately yield the most benefit in achieving your goals.

## Be Flexible

Be able to pivot your approach if the one you're currently using isn't working. Ask other colleagues, peers, and industry professionals how they might be networking in current times, and be open to feedback.

## Build and Maintain Networks

Keep an eye on what's going on, and who is working on what. Use apps like LinkedIn to keep connected with industry professionals so you are aware of new trends and breakthrough ideas. Always keep your knowledge of key people—their abilities, potential usefulness, connections, etc.—up to speed.

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