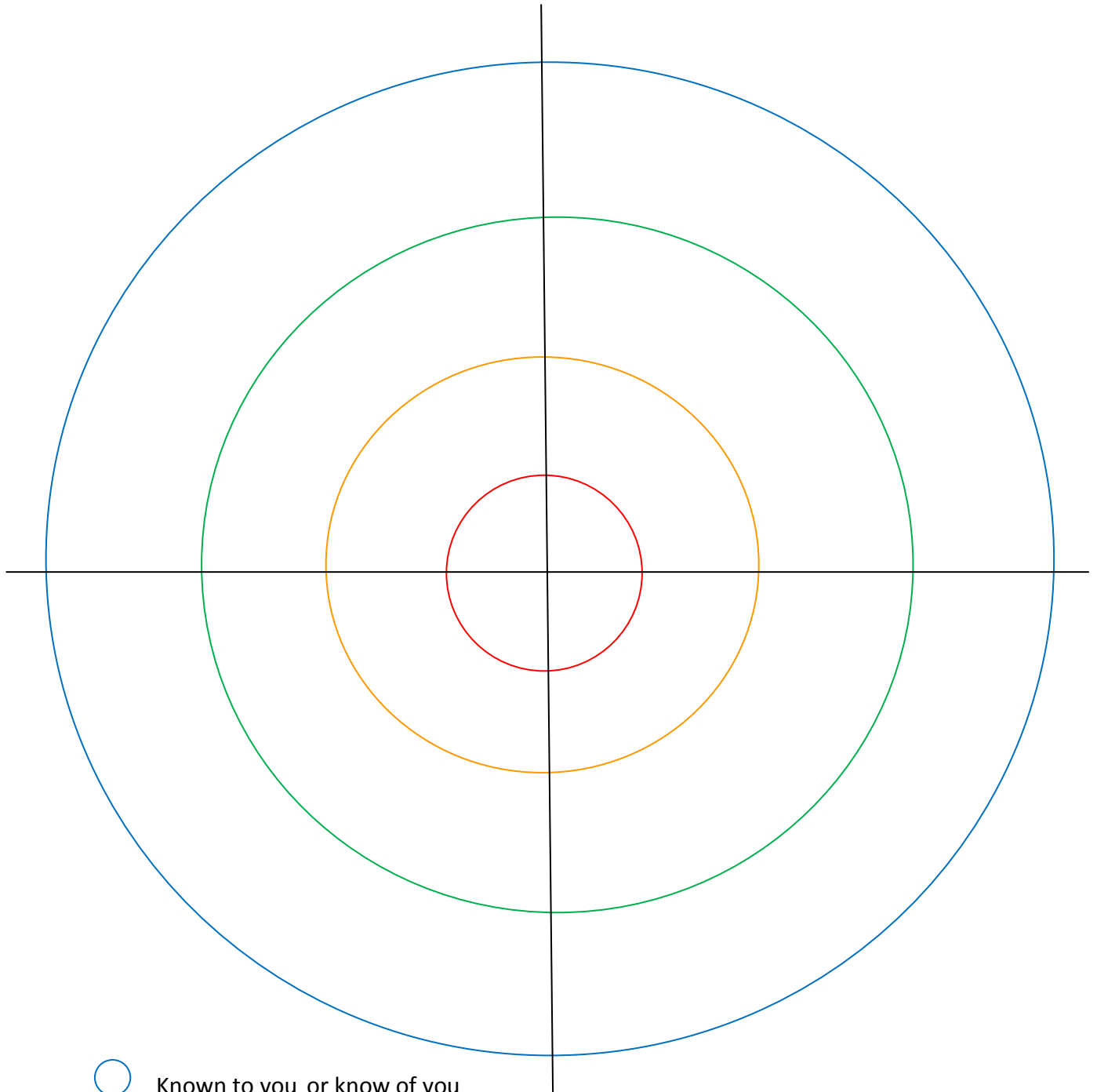






Networking Model

Analysing and building your network toward advocacy:



-  Known to you or know of you
-  Well known
-  Good friends or colleagues – supportive of your cause
-  Advocate – will actively support you, unprompted on any occasion

Usually, you can group your networks up in to 4 broad areas of your life. This one has;

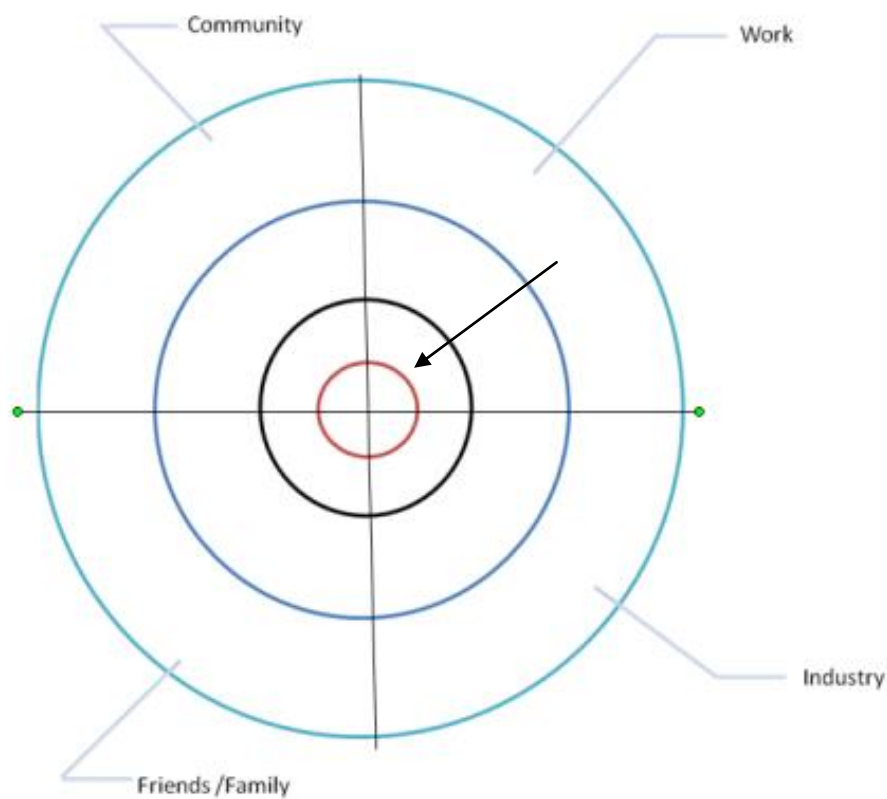
Work - All the people in your current organisation or current clients and stakeholders

Industry – Consider all people you have ever worked with and in related industries

Family/Friends – A critical part of your work and personal resilience

Community – this can include people you know through church, sport, hobbies etc

The concentric circles can be used to describe a number of elements for you to analyse your network. The outer circles are usually more distant, less well known and sometimes more formal. The inner circles move toward greater strength of relationship toward advocacy. The ultimate destination is to have advocates in the inner most circle. People who will support and fight for your cause, whether it be a promotion at work, getting a new job or advocating your services or products or skills and abilities.



What would an advocate say about you?:
