NETWORKING AND SOCIAL CAPITAL
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- Quickly list the key contacts that come to mind in response to questions 1-5 below.
- Next, use the large paper to draw your network. Place a circle in the middle to represent yourself and begin sketching out the key contacts you listed in questions 1-5. Use lines to indicate links between and among your key contacts. Use distance to show the relative closeness of relationships, and feel free to use colors or other symbols to designate hubs, brokers, etc.
- Then, reflecting on the visual representation of your network, use question #6 to identify gaps or opportunities for expansion. Brainstorm people who may be able to help you make a link.

1. With whom do you collaborate on your projects and professional activities? To whom do you turn to get your daily work done?

2. To whom do you turn for career support and advice?

3. With whom do you brainstorm or explore novel, untested ideas?
4. To whom do you go for emerging intelligence or information on specific critical issues?

5. Who are the most important people for you to connect with for the major strategic challenges you face? For your future career goals? Who are your best thinking partners on these challenges?

6. What are the groups, functions, organizations, communities, associations, etc. where you have too few connections? Who in your current network might link you to the right person/people?

Adapted from Uzzi & Dunlap, 2005; CFAR 2011