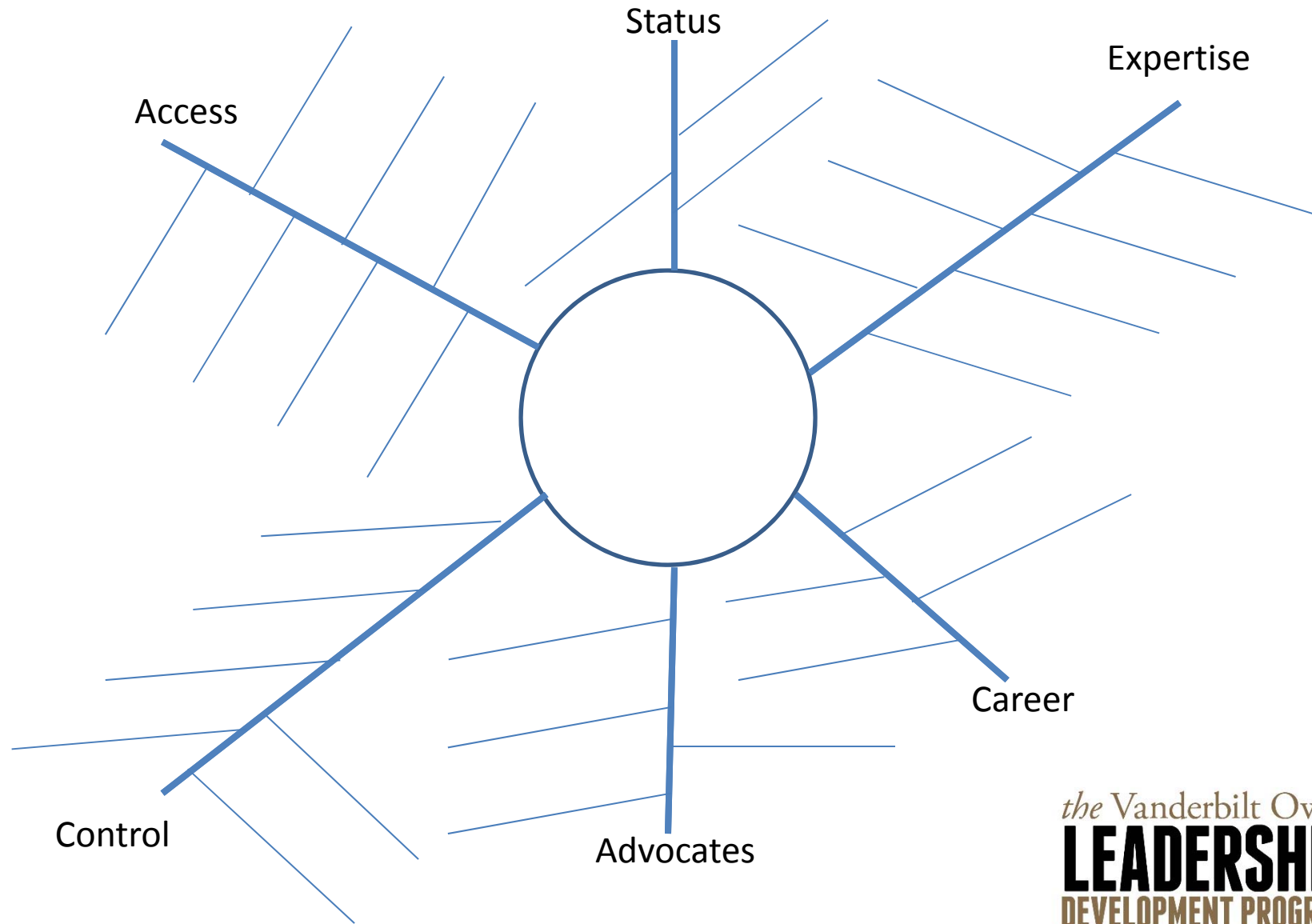


Building My Network



KEY

- **Status:** Those is positions of status, e.g. CEO, VP, Division Director, etc.
- **Expertise:** Subject matter and content experts across functions. Could be internal folks, vendors, contract workers and/or consultants. Don't discount the MBA's who came the year before you.
- **Career:** Those who could be long-term resources to you for your individual career goals. Those who are in roles you aspire to be in.
- **Advocates:** Your supporters and trusted thinking partners, e.g. mentors, other MBA hires, HR, etc. People you can go to for help.
- **Access:** Anyone who has access to information regarding the company, the unstated policies, politics, etc. e.g. someone who has been with the company a long time, receptionists and administrative assistants, those who have large circles of influence.
- **Control:** People who control resources, budgets, etc.
e.g. project managers, your manager, clients, functional managers, etc.