

# Strengthen Political Savvy: Networking Assessment

*“Everything you want in life  
is a relationship away.”  
— Idowu Koyenikan*

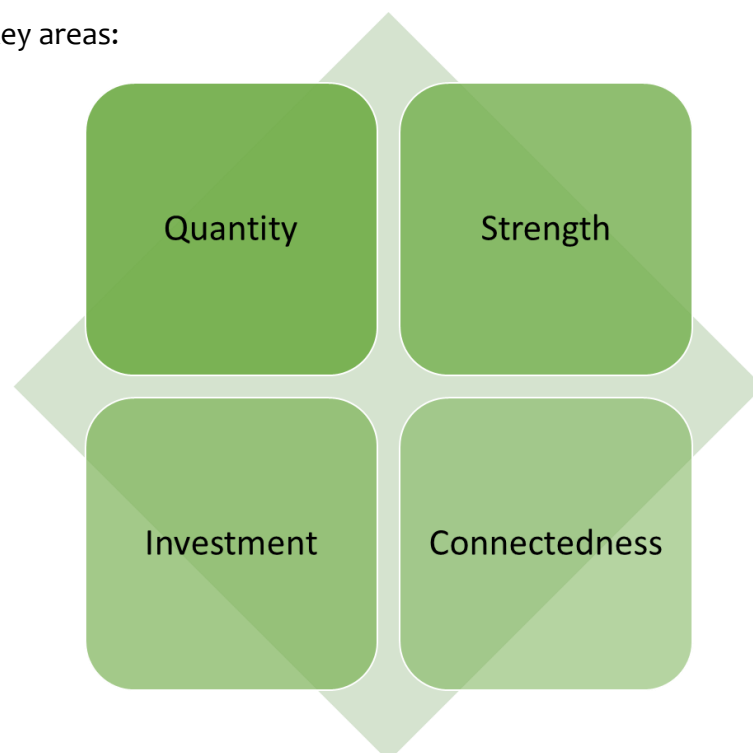
Political savvy is about relationships. The ones you have, their strength, their durability, their impact on you.

In this worksheet, we’ll assess yours. Consider your internal and external professional network. Because having a network allows us to leverage others to obtain guidance, support or advocacy for our individual, team or organizational priorities.

It’s important to note that while we’ll look at relationships through the lens of their value to you, **it’s important to emphasize that the most fruitful relationships are those that are mutually beneficial. Partnerships in which there is reciprocity, a give and take—and exchange of value.** This is the essence of sustaining long term connections.

## Exploring Your Relationships

Let’s view your networking 4 key areas:



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**Quantity:** Do you have sufficient resources to call on when needed for the following:

- Discussing difficult or challenging issues, particularly politically challenging situations
- Professional advice or guidance
- An objective perspective
- Stakeholder feedback, understanding customer/client needs, expectations,
- Honest feedback on your behaviors, strengths and development areas

**Strength:** Where are your connections the strongest? What is contributing to the strength of the relationship? Can it be expanded or improved?

**Investment:** What investment of time, energy, and/or resources are you putting into your critical relationships?

**Connectedness:** How connected are individuals in your network both internally and externally? Where could you foster a sense of community across your network in a way that would provide you and others with additional value?



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## Assessing Your Network

Identify the key members of your network, then answer the assess the following.

<b>Valued Member of My Network</b>	<b>Quantity:</b> Purpose & Priority	<b>Strength:</b> High = 5 Low = 1	<b>Investment:</b> Too much Too little Just right	<b>Connectedness:</b> Opportunity to connect with others? Why?



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## Insight to Action: Strengthen Your Network

Identify 2-3 actions that you could do in the upcoming weeks to strengthen your network.

Consider the following:

- Strengthen *internally*, why:
- Strengthen *externally*, why:
- Who is the focus of my efforts? Why?

Action #1:

Action #2:

Action #3:

## Reflection:

What actions did you take?

What was the impact?

How will you sustain this practice in the future?

