

## John Hillen

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**Building Leadership Networks.** Building a leadership network and managing stakeholders are simultaneously one of the most self-evident things leaders need to do and yet it is also one of the most dreaded developmental challenges that aspiring leaders must address. But doing so is a key feature of most successful careers and an important part of going from being a worker who relies on technical and tactical skills to being a leader who relies on strategic and interpersonal skills. Building a leadership network IS NOT handing out a card to strangers, or only meant for born networkers. Rather, it is a concerted and organized effort formed not through casual interactions but through relatively high stakes activities that connect you with a diverse array of other leaders and decision makers. It is often said that what differentiates a leader from a manager is the ability to figure out where to go and to enlist the people and groups necessary to get there. A leadership network and effective stakeholder management is a key tool to get this done.

In this talk we will explore the nature of leadership networks, how to form and define them, and some of the myths and realities of building a network and managing stakeholders. We will also start to model our own networks based on several modeling designs and develop plans and frameworks to deliberately build out the network we need to be successful in our careers. Participants will be left with concrete ideas about their own Leadership Network “fitness plan” that will help guide their efforts in this key executive competency.

### **The Challenge from China**

**The end of Pax Americana and what it means for you.**

**Reinventing Yourself As A Leader Before Your Business Outruns You.**

**The Seven Stalls That All Leaders Will Face ... and How To Power Through Them.**

**Leading In A Time of Dynamic Change.**

**Expanding Your Source of Authority As A Leader.**

**How to Be A Strategic Thinker and Not A Strategic Planner.**

**Growing Your Leadership Infrastructure As Fast As You Are Growing Your Business.**

**Values-Based Leadership.**