

# RELATIONSHIP MAPPING GRID

*Understanding and leveraging your personal and professional network*

	Low Comfort	High Comfort
High Influence		<i>Hint: These are the people you want to leverage</i>
Low Influence		

*Know how to develop and leverage your personal and professional networks*

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# RELATIONSHIP MAPPING GRID

## *Using the Grid*

You already have a personal and professional network of people with which you have invested time and energy into building relationships. The mistake many women make is forgetting to leverage those relationships as they work to move up in their careers. Not all relationships are the same though, so this grid will help you determine which relationships can provide the greatest value to your career. Remember that not all of these people have to be in your current organization. Include people you know from all parts of your life.

In each grid list the people in your network according to the column and row titles.

### Low Comfort

You have a strained or perhaps distant relationship. You don't know them very well. You aren't sure if they are in your corner or would provide support.

### High Comfort

You have experience working with this person or perhaps a relationship outside of work. You are certain they are in your corner and would support you.

### Low Influence

These people do not have much influence in their social circles. They may not be known in the industry or have not developed their own network of influence.

### High Influence

These individuals have a strong influence in their social circles and their opinions are respected and valued.

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