8 Ways to Effectively Network Within the Organization

Here are some recommended ways to build a network within NICE that will support your ability to drive results:

Show Curiosity for the Goals and Work of Others

People are drawn to those who demonstrate a sincere curiosity in getting to know them. Ask people what has their attention these days. They'll appreciate your interest.

Celebrate the Success of Others

When someone earns a promotion or achieves something remarkable, take time to reach out and congratulate them. Doing so will demonstrate that you really do care about their success.

Earn your Stakeholders' Appreciation

It's tough to imagine being able to promote new ideas and influence without first being a stand-out in your current position. Build a track record of success where you are.

Specialize

Master your domain. It's amazing how many relevant contacts you can make when you become the "go-to" person for a skill or area of knowledge. What skills differentiate you from the pack?

Learn How Your Work Fits into the Bigger Picture

Listen closely whenever you have the opportunity to gain deep understanding about the vision, challenges and strategic direction of the organization. You will better understand how your work fits into the big picture and you'll be better prepared to speak thoughtfully with colleagues and leaders, as well as to suggest good ideas that will help the organization meet its goals.

Build Partnership Across Units

Ask for opportunities to work on project teams that will expose you to key players in other units. Having relationships with colleagues in other units will make it easier for you to acquire information and get things done.

Invite People to Lunch

Inviting a colleague to join you for lunch may sound weird at first, but it's a great way to really get to know one another. Don't make it a formal affair, It's just a friendly conversation that might become partnership one day.

Make Introductions

Be a connector for others. When you believe two people would mutually benefit from knowing one another, make the introduction. Adopt a service mindset and ask yourself, "What connections do I have that would help this person most?" Then, make it happen. Both parties will be thankful you did.

By creating strong working relationships within the organization, you can make better decisions, identify more cohesive solutions, and, ultimately, get more done. There's no reason not to get started today.