

Network Analysis - Network Mapping

Name: \_\_\_\_\_

|                    | Outside Current Job |       |     |      |                       |                      |                                 |             |                    | Within Current Job (within your Department) |       |     |      |                       |                      |                                 |             |                    | Within Current Job (outside of your Department) |       |     |      |                       |                      |                                 |             |                    |
|--------------------|---------------------|-------|-----|------|-----------------------|----------------------|---------------------------------|-------------|--------------------|---------------------------------------------|-------|-----|------|-----------------------|----------------------|---------------------------------|-------------|--------------------|-------------------------------------------------|-------|-----|------|-----------------------|----------------------|---------------------------------|-------------|--------------------|
|                    | Name                | Title | Co. | Type | Years of Relationship | Frequency of Contact | Strength/Status of Relationship | Buying Role | Political Position | Name                                        | Title | Co. | Type | Years of Relationship | Frequency of Contact | Strength/Status of Relationship | Buying Role | Political Position | Name                                            | Title | Co. | Type | Years of Relationship | Frequency of Contact | Strength/Status of Relationship | Buying Role | Political Position |
| Senior             |                     |       |     |      |                       |                      |                                 |             |                    |                                             |       |     |      |                       |                      |                                 |             |                    |                                                 |       |     |      |                       |                      |                                 |             |                    |
|                    |                     |       |     |      |                       |                      |                                 |             |                    |                                             |       |     |      |                       |                      |                                 |             |                    |                                                 |       |     |      |                       |                      |                                 |             |                    |
|                    |                     |       |     |      |                       |                      |                                 |             |                    |                                             |       |     |      |                       |                      |                                 |             |                    |                                                 |       |     |      |                       |                      |                                 |             |                    |
|                    |                     |       |     |      |                       |                      |                                 |             |                    |                                             |       |     |      |                       |                      |                                 |             |                    |                                                 |       |     |      |                       |                      |                                 |             |                    |
| Peer               |                     |       |     |      |                       |                      |                                 |             |                    |                                             |       |     |      |                       |                      |                                 |             |                    |                                                 |       |     |      |                       |                      |                                 |             |                    |
|                    |                     |       |     |      |                       |                      |                                 |             |                    |                                             |       |     |      |                       |                      |                                 |             |                    |                                                 |       |     |      |                       |                      |                                 |             |                    |
|                    |                     |       |     |      |                       |                      |                                 |             |                    |                                             |       |     |      |                       |                      |                                 |             |                    |                                                 |       |     |      |                       |                      |                                 |             |                    |
|                    |                     |       |     |      |                       |                      |                                 |             |                    |                                             |       |     |      |                       |                      |                                 |             |                    |                                                 |       |     |      |                       |                      |                                 |             |                    |
| Junior             |                     |       |     |      |                       |                      |                                 |             |                    |                                             |       |     |      |                       |                      |                                 |             |                    |                                                 |       |     |      |                       |                      |                                 |             |                    |
|                    |                     |       |     |      |                       |                      |                                 |             |                    |                                             |       |     |      |                       |                      |                                 |             |                    |                                                 |       |     |      |                       |                      |                                 |             |                    |
|                    |                     |       |     |      |                       |                      |                                 |             |                    |                                             |       |     |      |                       |                      |                                 |             |                    |                                                 |       |     |      |                       |                      |                                 |             |                    |
|                    |                     |       |     |      |                       |                      |                                 |             |                    |                                             |       |     |      |                       |                      |                                 |             |                    |                                                 |       |     |      |                       |                      |                                 |             |                    |
| Career Development |                     |       |     |      |                       |                      |                                 |             | Career Development |                                             |       |     |      |                       |                      |                                 |             | Career Development |                                                 |       |     |      |                       |                      |                                 |             |                    |

1. Career Development Goal: \_\_\_\_\_

2. Career Deveopment Goal: \_\_\_\_\_

| Types of Relationships                                                                                                                                          |                                                                                                       | Strength/Status of Relationship                                                                                              | Frequency of Contact                                                                                             | Buying Role                                                     | Political Position                                                                            |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------|-----------------------------------------------------------------------------------------------|
| CL = Current / Former Colleague<br>RS = Referral Source<br>F = Friends, family, kid-network<br>A = Alumni<br>S = Civic, social, philanthropic<br>V = Vocational | W = Helps to get your work done<br>CS = Career Support<br>P = Psychosocial support<br>R = Role Models | (2) Sponsor/Close<br>(1) Supporter/Mentor<br>(0) Neutral/Moderate<br>(-1) Non-Supporter/Distant<br>(-2) Enemy / Anti-Sponsor | NC = No Contact<br>BC = Brief / Occasional Contact<br>MC = Multiple Contacts<br>ID = In-Depth / Frequent Contact | A = Approver<br>D = Decision Maker<br>E = Evaluator<br>U = User | IC = Inner Circle<br>PS = Part of Political Structure<br>IN = Influencer<br>N/A = Not Aligned |