



The Connect Effect

Michael Dulworth

1. Michael's mantra is "Networks can change the world." Share your ideas on how that might be true. Give an example if you can.
2. How can Michael's examples of corporate networking (Proctor & Gamble and 3M) be instructive to your organization? Have you already used this approach? If so, what was the result?
3. The author suggests evaluating your NQ - Networking Quotient. He further says that $\text{Success} = \text{IQ} + \text{EQ} + \text{NQ}$ and that, of the three variables, we have most control over NQ even though we don't pay much attention to it. Discuss this equation.
4. Michael's approach to networking goes beyond the traditional business card event. He suggests developing a plan that works for your behavioral style. What type of plan works for you? Who have you networked with today?
5. "Give first and give often" is Michael's approach to caring for your network. Provide examples of how you go about doing this.
6. Describe the "organizational networks" that exist in your organization.
7. Michael has moved Diversity up a number of notches on his top 10 list of networking tips. Do you agree with this importance level? Why or why not?
8. If you completed the author's NQ survey, what did you learn and what will you do with this information?
9. What was the most significant idea you gained from this book or the interview with the author?

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