

Stuff That Works Building Careers

Chapter 22

“No Islands”

Take Action

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Chapter 22 Take Action: Content

- Make a list of your friends at work. those you talk to on a daily basis and who really know you. Now go to work on doubling the list.
- Identify at least five people outside of your department. Meet with them and share your teams objectives and results. Do it every month for a year.
- Publish a weekly update that briefly shares what you are working on, issues and opportunities. Work to be transparent. Talk to three people per week about your update.
- Invest time on Stuffthatworksbooks.com

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Chapter 22 Take Action: Action 1

Make a list of your friends at work. those you talk to on a daily basis and who really know you. Now go to work on doubling the list.

ACTION

This is about building deeper relationships. It is about letting people know you and you knowing them.

These deep relationships can really help you achieve peak performance. They allow you to build trust and trust allows you to work together with speed and efficiency.

Start making friends. The average person will spend more time at work than they spend sleeping. Work at being friends with those you work with.

EXAMPLES



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Chapter 22 Take Action: Action 2

Identify at least five people outside of your department. Meet with them and share your teams objectives and results. Do it every month for a year.

ACTION.

Do not allow yourself to become isolated.

Meeting new people outside of your normal haunts will help keep you energized.

Knowing people from other functional areas will keep you growing. Having broad connections within your organization helps you better understand how the organization works.

I have always found others to be eager to make connections.

Start asking.

EXAMPLES

Sue,

I Thanks again for the tour of shipping. I found it fascinating to learn how your department works.

Would it be OK for me to bring down Coffee and doughnuts one day next week and meet some of the people in the area?

Joe

Dave,

It was great talking to you in the cafeteria.

I would love to set up a tour of operations for me and a couple of the people on my team.

Could we shoot for a time next week?

Joe

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Chapter 22 Take Action: Action 3

Publish a weekly update that briefly shares what you are working on, issues and opportunities. Work to be transparent. Talk to three people per week about your update.

ACTION.

This is one that people usually have trouble with. I have to tell you I have used it for at least 20 years and it has always worked for me.

Simply start small and keep it simple.

Start with those that are safe, your boss, your team mates and then expand to other functions that work with you and your team.

Most people are curious so take advantage of it.

EXAMPLES

Finance Team,

Attached please find a simple sales update that I try to publish each Friday.

It shows our KPIs and how we are performing against them.

I hope you find it informative.

Joe

Ops Team,

This week we have had great sales. Year to date we are ahead of plan by 12%. Yeah!

We in sales appreciate the ops team for keeping us in stock and supporting our growth.

Joe

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Chapter 22 Take Action: Action 4

Invest time on Stuffthatworksbooks.com .

ACTION.

This is an easy one.

I believe that each of us can help someone else.

There is so much to know and to experience. You just can not do it on your own. So the best way forward is to share and learn from each other.

Technology makes this so easy today. That is why I built the web site Stuffthatworksbooks.com .

It only reaches its potential if you join in and add the stuff that works that you have found. Please make a contribution today. Help others find the Stuff That Works.

Others have already shared their stuff that works so be sure to check the site often as there is probably something to improve every area of your life.

The community is waiting and growing. I hope you will join in and make a positive difference.

Thank you!

EXAMPLES

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Then select “Submit an Idea”.

Easy!

Learn From Others

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