Business and Professional Knowledge: To Achieve Results

Create a plan that will improve your business and professional knowledge and also provide an opportunity for you to network with someone who is respected in the organization. Begin by identifying someone in your organization with whom you would like to build a professional relationship. Select someone from another location and with whom you would like to continue to network. Use your company directory if necessary.

Next, identify topics that you would like to discuss with this person. To gain knowledge about the business you could explore, for example, what it takes to produce long-term results. What different perspective could this person provide about the following:

- Marketing research?
- Strategic plans for the long term?
- Manufacturing?
- Finance?
- Foreign or domestic competition?
- Customer needs?
- Supplier relations?

What other traits are required to produce organizational results?

Schedule a meeting to discuss the topics you’ve chosen. Enjoy this experience and consider how the two of you might continue to network in the future.