# CDU Receipt

**Making, Building, and Maintaining Connections**

We're better, stronger, more capable, smarter - and usually more fun - together! Building connections in our project network is a critical component to our success in business analysis. We all know that, intrinsically - for years we've been told "*it's not what you know, but it's who you know*"...and its cousin "*even more important is who knows you*". And when we grow in our chosen discipline or field or career, we need to continually develop our network so that we're top of mind for cool new opportunities to learn something, or first in line for career-building assignments. Building the network takes discipline - we have to make new connections, build those relationships, and then maintain them over time. That takes a little finesse, a little time, and a little effort. Most of us could benefit from a little help.

Relentlessly positive coach Sinikka Waugh will share her tips to help us get even better at...

* **Making new connections**. For some of us, that's easier said than done. Others of us thrive in this space. Whether you love it or loathe it, you can benefit from these simple, tactical tips for making new connections, finding new ways to connect with others you don't usually interact with, and to make the most of that first contact.
* **Building connections**. Okay, so you've made a new connection, but how do you grow that from a name or a business card or 'that person I met at that thing' that into a mutually beneficial relationship where they think of you and you think of them? We'll explore some proven and practical ways to build relationships from the ground up, that can work into how you already spend your time.
* **Maintaining connections**. We change jobs, move on to different projects, move to different teams or get promoted in our organizations. How do we maintain those connections and relationships that we've built, even when we don't see them every day or every week? A few meaningful actions can go a long way to maintaining those connections so you can pick up at your next conversation without missing a beat.

**ID:** IIBACIC2018\_08  
**Contact Hours:** 1

**BABOK Coverage:**  BABOK Ch 9 – Underlying Competencies

## Presenter(s)

**Sinikka Waugh**

**Sinikka Waugh** is a recognized leader in understanding people and in adapting tools, techniques, and processes to meet the demands of the situation at hand. As a popular presenter and trainer, her energetic and engaging style drives home the art and science of making business better for individuals, teams, and organizations.

As a project manager, business analyst, facilitator, and coach, Sinikka is known for consistently helping teams find innovative ways to solve problems and get things done, and her results-driven professionalism blends seamlessly with her down-to-earth, "try this now" approach.

Sinikka holds a BA from Central College, an MA from the University of Iowa, and is a certified Project Management Professional through the Project Management Institute.

## Event Details

## **Date:** 23 Aug-2018 at 11 am

**Host:** EMC Insurance

**Location:** 717 Mulberry St, Des Moines, IA 50309

# Validation

This receipt is proof of attendance at the meeting described above by the following individual:

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Attendee Name