



Business Management Institute

Connect & Solve: Building Strategic Connections (Track 3)

Presented By:

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CHECK-IN POINT

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- or*
- Navigate to <https://wacubo.cnf.io>
- Tap session matching this room
- Keep browser window open to check out at session's end

WACUBO 2026

Business Management Institute



Reminders

1. **Engage** with me
2. **Participate** in our group discussions and breakout activities
3. **Share** your experiences and knowledge



Session Objectives

By the end of today's session, you will be able to:

- ✓ Expand your strategic network across the campus and/or university system.
- ✓ Leverage the expertise of your peers to solve organizational challenges.
- ✓ Identify meaningful partnerships that advance institutional goals and priorities.
- ✓ Develop one action you can implement immediately after BMI.



Story Time/Reflection...

Think about **someone** who accelerated your career.

- Who was it?
- How did they help you?
- What made that relationship valuable?

Discuss this with the person next to you for **5 minutes**.

Then we'll share highlights and common themes as a larger group.



What Is a Strategic Connection?

A strategic connection is...

A mutually beneficial relationship that creates value for both individuals and their organizations.

Strategic relationships are built on..

- Trust
- Credibility
- Shared purpose
- Reciprocity
- Consistent follow-through

What Strategic Connections Are Not

- ❌ One-sided
- ❌ Transactional
- ❌ Networking only
when you need something
- ❌ Collecting business cards
- ❌ Position-driven



Instead...Think long-term partnerships.

Why Strategic Connections Matter?



Solve problems faster



Increase innovation



Influence without authority



Advance your career



Improve organizational outcomes



How Do You Solidify Strategic Connections?

Step 1 Identify Your Missing Link

Ask yourself...

What keeps me
from being even
more successful?

What expertise do
I wish existed
around me?

What resources
do I constantly
need from others?

Breakout Activity

Individual Reflection (2 minutes) Complete:

- "My biggest challenge is..."
- "The partnership I need most is..."

Table Discussion (10 minutes):

- What patterns emerged?
- What resources are missing?
- What partnerships could fill those gaps?

We'll debrief and discuss emerging themes as a larger group.



How Do You Solidify Strategic Connections?

Step 2 Find Your Village





Where Can You Find Your Village?



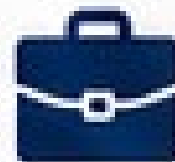
Committees



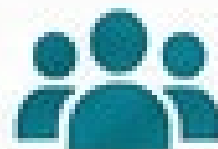
Communities
of Practice



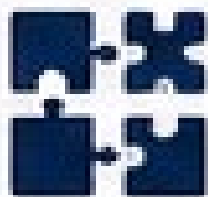
Task Forces



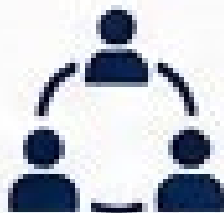
Professional
Associations



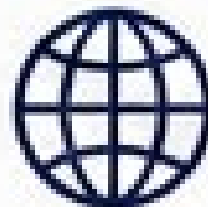
Employee
Resource
Groups



Project
Teams



Mentoring
Circles



Conference
Networks



System-wide
Initiatives

Connect & Solve Challenge

At your tables, reflect on this prompt:

"What is one main challenge that every campus is facing?"

Discuss the following questions together (15 minutes)



We will then ask for a report out from each group



How Do You Solidify Strategic Connections?

Step 3 Become a Thought Leader

Lead from where you are.



Host conversations



Create Communities of Practice



Share insights



Influence without authority



Create lasting impact

Build a Community of Practice

At your same tables, work together build the framework for a community of practice:

Discuss the following components together (15 minutes)

We will then ask for group top present (2 minutes max)



DEFINE
the problem
& purpose



ENGAGE
the right
people



LAUNCH
with a
clear plan



MEASURE
what
matters



SUSTAIN
the
momentum

Problem

Why does it matter?
Who needs to be involved?
What conversations are needed?

First event?

How will success be measured?
How will you sustain momentum?

Strategic Partnership Action Plan



The challenge I want to solve:



The people I need:



The first conversation I'll schedule:



The committee or network I'll join:



My first action within 30 days:



Commit to acting within the next 30 days, and please follow up with me to share how it went!

Connect Framework

Building Strategic Connections that Drive Results





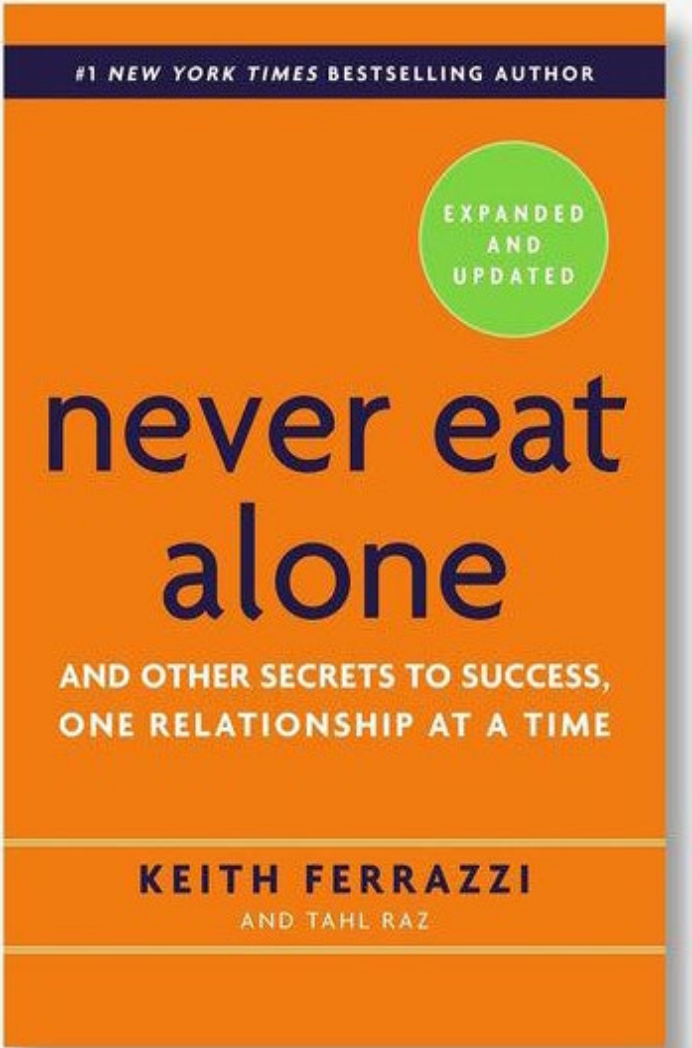
Resources/Books

NEW YORK TIMES BESTSELLER



ADAM GRANT
AUTHOR OF ORIGINALS

"AS BRILLIANT AS IT IS WISE, THIS IS NOT JUST
A BOOK—IT'S A NEW AND SHINING WORLDVIEW."
—SUSAN CAIN, AUTHOR OF QUIET



Key Takeaways



Be intentional about building strategic connections.



Leverage your network to solve problems and create opportunities.



Take action, stay connected, and lead with impact.



**YOUR NEXT
BREAKTHROUGH
IS ONE STRATEGIC
CONNECTION AWAY.**



Looking to Obtain CPEs?

**Don't forget to
Check-Out from
the system!**



Stay in Touch



Group Photo!

