

An impressionistic painting of a landscape. On the left, a tall, dark, slender tower rises against a sky of vibrant yellows and oranges. Below the tower, a dark, domed building is visible. The foreground is a wide, flat expanse of earthy tones, possibly a field or a road, with some darker patches. The overall style is expressive and textured, with visible brushstrokes and a rich color palette.

# The Art of Networking

10th June 2023

# Gallery

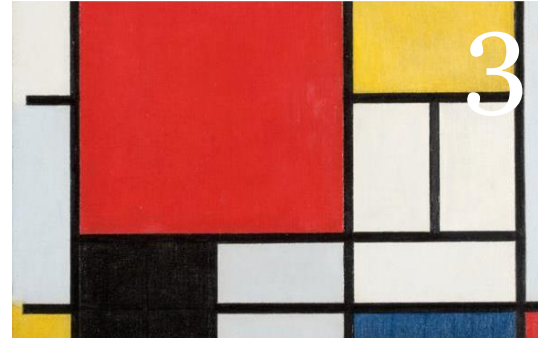
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# Introduction



Saint-Georges majeur au crépuscule - Claude Monet (1908)



International  
Cricket Council



SEAN  
PAUL



One  
management

— 5<sup>th</sup> Lane —

# What is “Art”

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Remember Souvenir (Solvay) - Denis Meyers (2016)



[Connect:](#) Slido.com

**#3428509**

# What is “Art”

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Remember Souvenir (Solvay) - Denis Meyers (2016)

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Investment

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Subjective

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Worth / Wealth

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Piece of Decor

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(In)accessibility

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Details

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Signature

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Real / Knock-off

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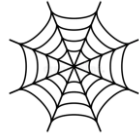
Knowledge

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# What is a network?

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**NET**work



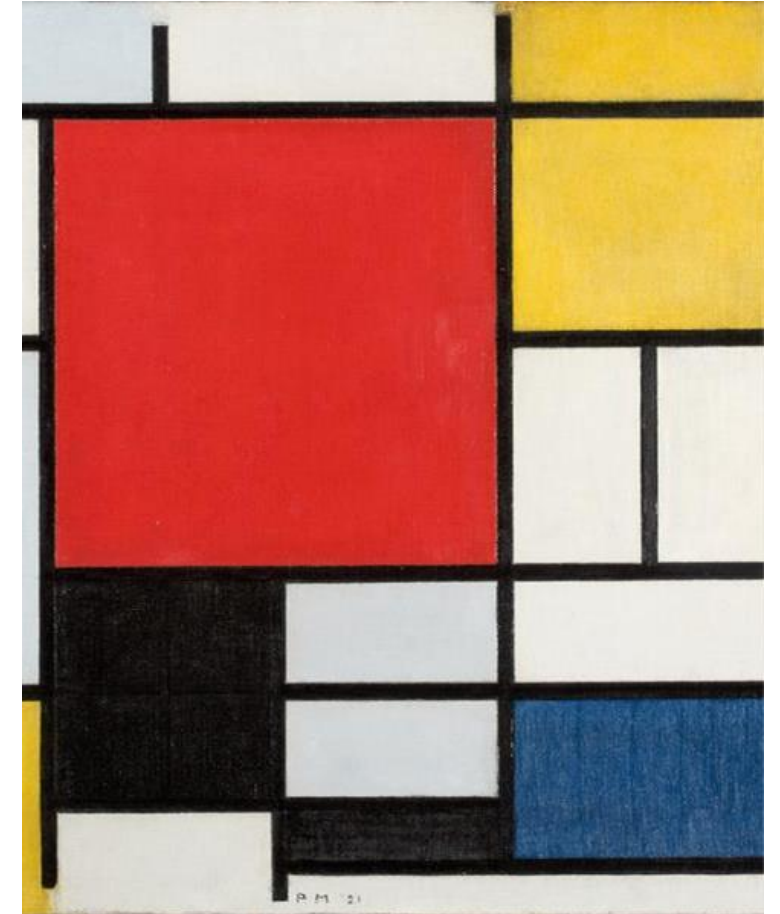
net**WORK**



**NET** worth



net **WORTH**



Composition with large red plane, yellow, black, gray and blue - Piet Mondrian (1921)

# What is a network?

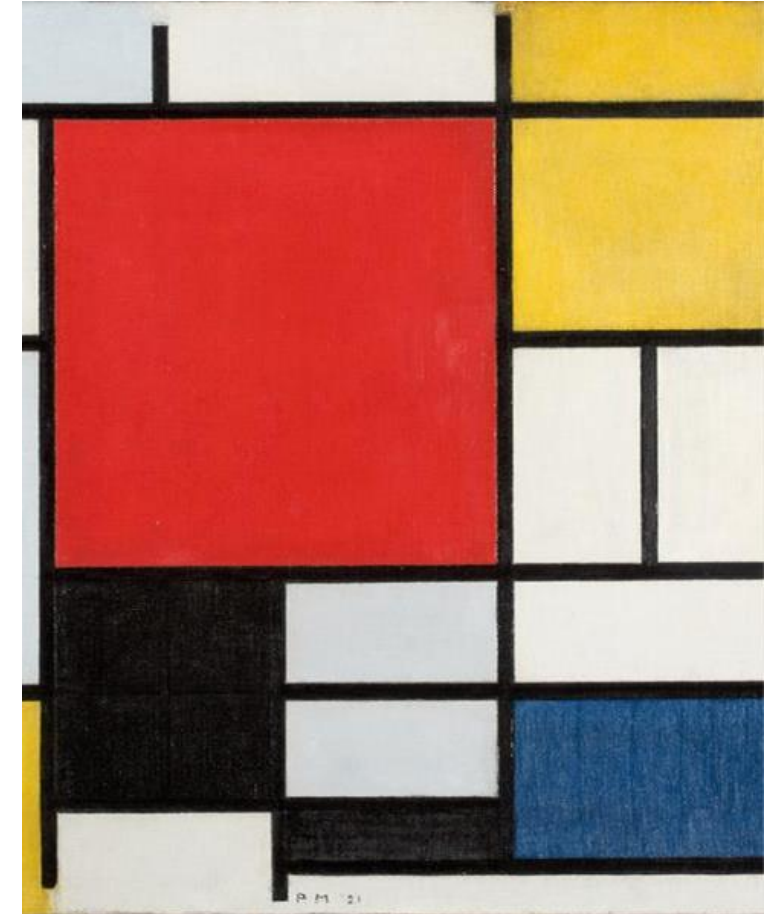
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## 3 unique advantages:

- Private information
  - Cutting edge
- Access to diverse skill sets
  - Multi perspectives
- Power
  - Sentinel (Innovation in ecosystem)

## Decisions making:

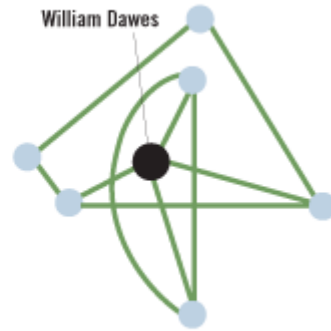
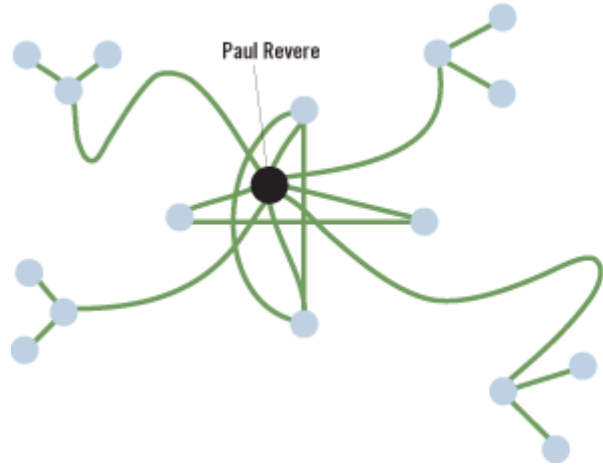
- Public information
  - Public (What you may know, other knows too)
- Private information
  - Competitive advantage
  - Trust is the value



Composition with large red plane, yellow, black, gray and blue - Piet Mondrian (1921)

# What is a network?

American Revolution (1775) - Revere and Dawes warn of British attack



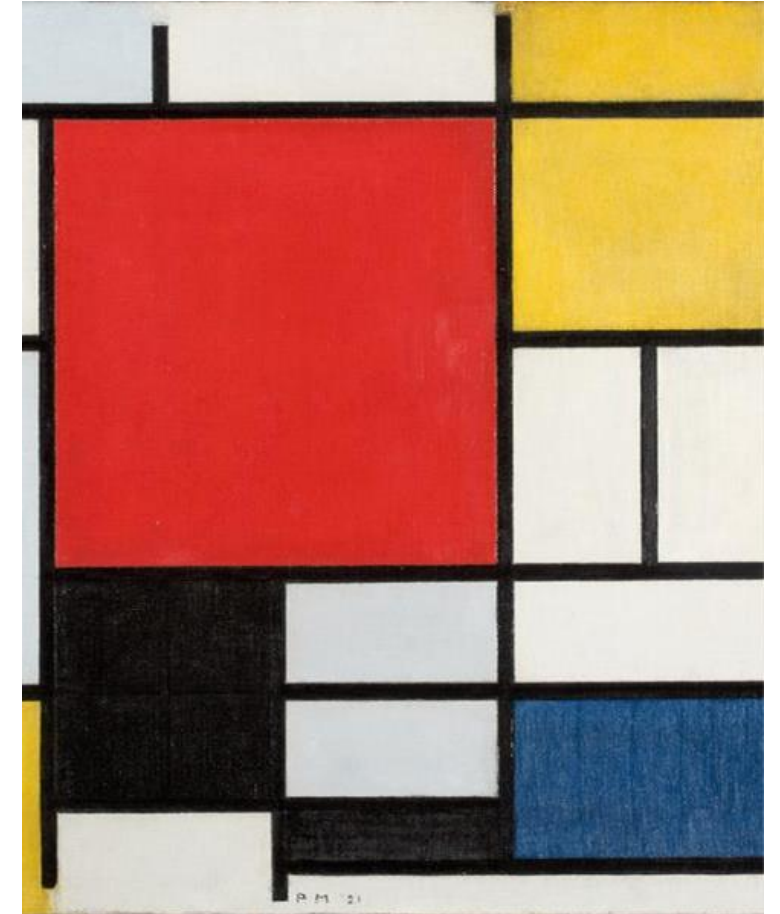
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- Bill's Mother
- John Akers



- DOS
- Microsoft



Composition with large red plane, yellow, black, gray and blue - Piet Mondrian (1921)





	Name of contact	Who introduced you to the contact	To whom did you introduce the contact
	Stephanie De Bruyne - CEO (Itsme)	Alessandra Guion - CEO (Fintech Belgium)	
	Vincent Van Dessel - CEO (Euronext)	Me (Golf)	Maugane Nlandu - CEO (Crypto - 360)
Name	Alessandra Guion - CEO (Fintech Belgium)	Me	Gregory Joos - Head of FS (PwC)
Mark	Arnaud Bacros - GM Belgium (DELL)	Alessandra Guion - CEO (Fintech Belgium)	Anthony Van de Ven - Head of Technology (KPMG)
Greg	Adrian McDonald - President EMEA (DELL)	Arnaud Bacros - GM Belgium (DELL)	Anthony Van de Ven - Head of Technology (KPMG)
Deb	Denise Millar - Senior VP Global Alliance (DELL)	Adrian McDonald - President EMEA (DELL)	Anthony Van de Ven - Head of Technology (KPMG)
Henr	Olivier Macq - Head of Financial Sector (KPMG)	Me (Golf)	
John	Luc Opdebeek - VP North EU (HP)	Olivier Macq - Head of Financial Sector (KPMG)	
	Eric Gryson - CEO (Ricoh Belgium)	Pierre Rillaerts - Sales (Ricoh Belgium)	Nicky Meire - Head of Sales (Cuba Cigare)
	Eric Cortois - CEO (D'Ieteren Lux Exp)	Moustapha Benaissa - F&B Manager (La Tournette)	Nicky Meire - Head of Sales (Cuba Cigare)
	David Favest - CEO (Bentley Belgium)	Eric Cortois - CEO (D'Ieteren Lux Exp)	Nicky Meire - Head of Sales (Cuba Cigare)
	Jean-Michel Saive - CEO (COIB) & OLY	Miguel Tasso - Journalist	Stephanie Pauwels - Head of Markets (KPMG)
	Pieter Herremans - COO (Monument Assurance)	Me (+1)	
	Dorsan Van Heck - CEO (Athora Belgium)	Pieter Herremans - COO (Monument Assurance)	
	Quentin Colmant - CEO (Qover)	Pieter Herremans - COO (Monument Assurance)	
Se	Karim Hajjar - CFO (Solvay SA)	Me (GA)	Salim Nesba - Journalist (L'Echo)
ba	Ilham Kadri - CEO (Solvay SA)	Me (GA)	
	Silvia Wiesner - GM & SVP Belux (Unilever)	Me	Tamara Stocchi - P & D Director (Delvaux)
	Nadia Verwilghen - CFO (Biotech)	Fabrice Couplez - President (Ichech Alumni)	Jean-Pierre Bizet - ex CEO (D'Ieteren)
	Fabrice Couplez - President (Ichech Alumni)	Olivier Macq - Head of Financial Sector (KPMG)	
If y	Philippe Van Troeye - CEO (Tractebel Engie)	My Mum	Jorn De Neeve - Head of Energy (KPMG)
th	Thierry Saegeman - CEO (Engie Belgium)	My Mum	Jorn De Neeve - Head of Energy (KPMG)
	Denis Dumont - Head of Nuclear (Tractebel Engie)	My Mum	Jorn De Neeve - Head of Energy (KPMG)
	Sven van Proeye - CIO (Engie Operations)	My Mum	Jorn De Neeve - Head of Energy (KPMG)
	Bernard Gilliot - President (FEB - Tractebel Engie)	My Mum	Jorn De Neeve - Head of Energy (KPMG)
	Hein Dirix - CEO (SPIE)	Me (N+1)	Jorn De Neeve - Head of Energy (KPMG)
	Sabine Everaert - CFO EMEA (Coca-Cola)	Me (Golf)	Anthony Van de Ven - Head of Technology (KPMG)

al" - Jackson Pollock (1943)

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# Forge Better Connections?

- Break the “Self-Similarity and proximity principle”
- Shared-activities principle
  - Mary Gates & Akers - Nonprofit board, a shared activity
  - Sport teams, community venture, Alumni, Voluntary, ...
  - All shared activities are not equally powerful.

**In essence, the shared activities principle offers the benefits of the self-similarity and proximity principles without their downside — creating a redundant and inefficient network.**



# Manage your network

Name of Contact	Who introduced you to the contact?	To whom did you introduce the contact?
Mark Granovetter	Me	
Greg Duncan	Steve Alltop	
Deb Gruenfeld	Me	
Henry Bienen	Steve Alltop	
John Wolken	Mitch Petersen	

Diagram illustrating network connections. A purple box labeled "superconnector" is connected by arrows to the "Who introduced you to the contact?" column for Greg Duncan and Henry Bienen.



“La vie” - Marc Chagall (1964)

- Identify the brokers

Alltop’s occupation i one big shared activity. Not his level of formal power in the organization.

**Hint:** To build a network rich in social capital, cultivate powerful brokers who aren’t in positions of formal authority.

“ Research shows that if you create your networks with trust, diversity, and brokerage, you can raise your level of information from what you know to who you know ” \*

\* <https://hbr.org/2005/12/how-to-build-your-network>

# Stories



"Philistines" - Jean-Michel Basquiat (1982)

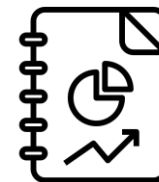
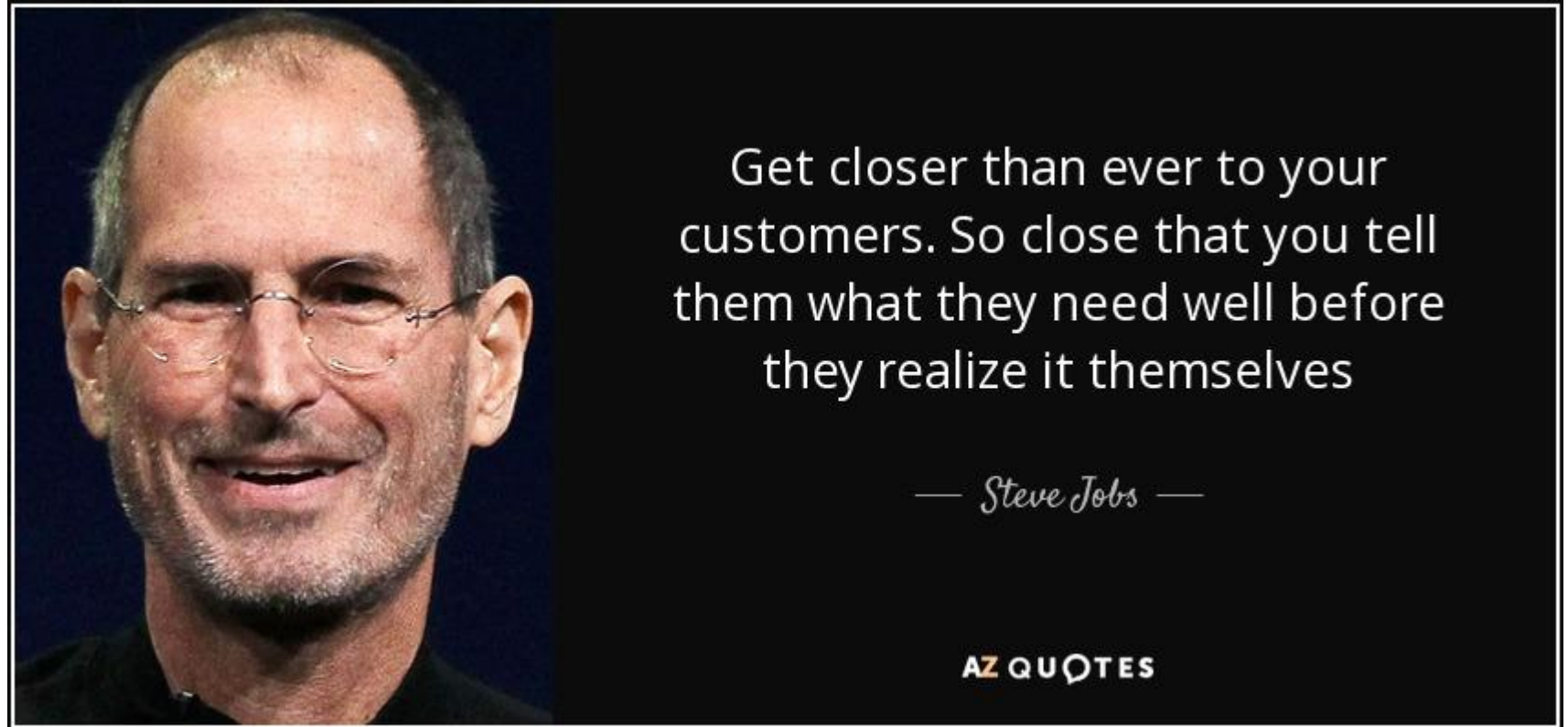
# Stories

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## The Myth



## The Reality



BoardEx®



# Stories

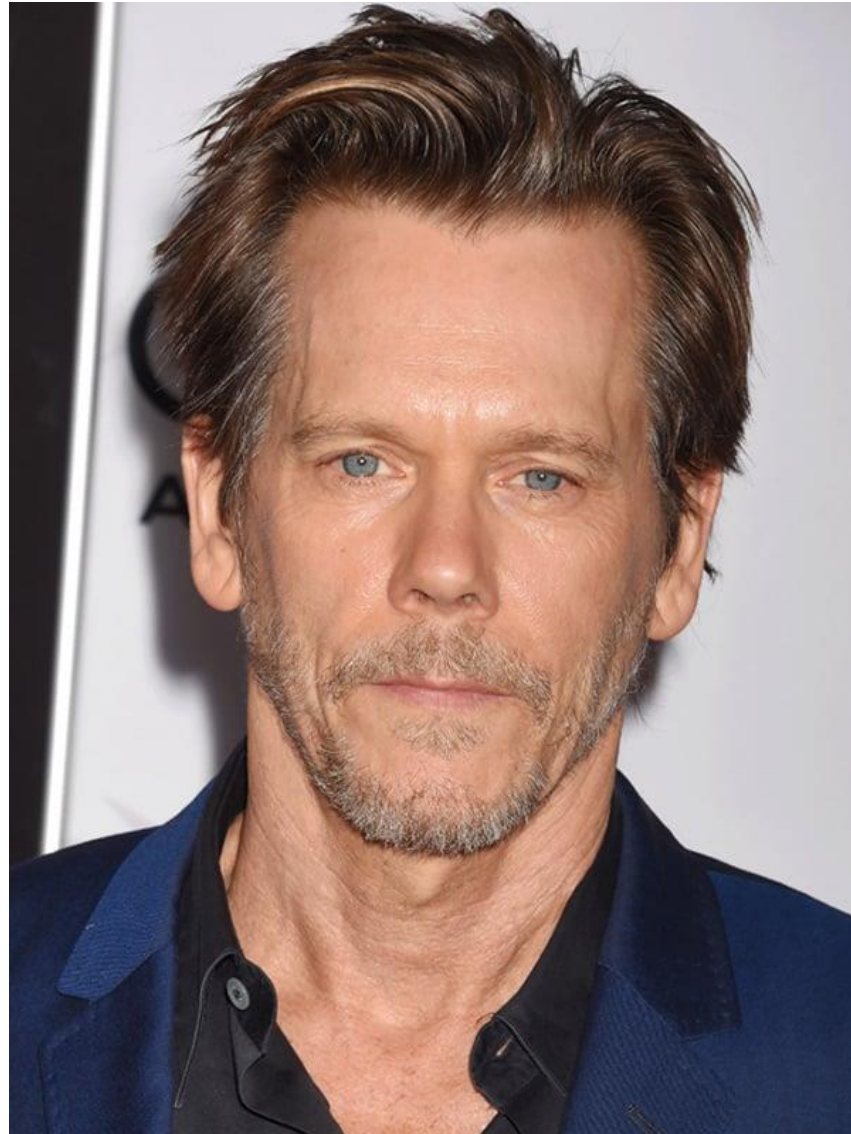
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**zoomforth**

# Stories

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# Stories

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# Closing

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OPPORTUNITY COMES TO THE  
PREPARED MIND.

- CHARLIE MUNGER



# xCHANGE



"Albert Einstein, genius bike ride" - Kobra (2018) - (780, 3rd Avenue)