

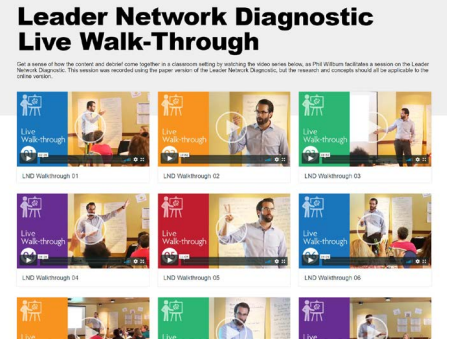
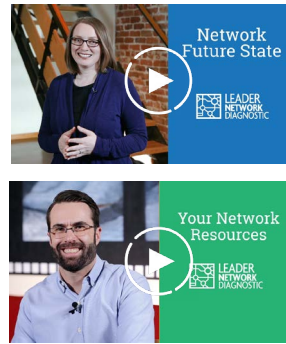
# Leader Network Diagnostic Certified Trainer



Certified Trainers of the Leader Network Diagnostic (LND) are given a suite of learning and teaching materials to help them facilitate the diagnostic and follow-on development discussions. These include mobile apps, presentation materials, instructional videos and more.

## Informational Videos and Live Walk-Throughs

All the videos from the diagnostic and report are available to Certified Trainers, as well as a live-walkthrough from co-creator Phil Willburn.



## Cohort Statistical Breakdowns

Detailed statistics for each cohort are available to Certified Trainers and can be incorporated into the presentation or as information for coaching sessions.



How open or closed are their networks?

- 36% - Very Closed
- 10% - Somewhat Closed
- 27% - Closed
- 12% - Open
- 10% - Very Open
- 5% - Too Open



What boundaries are they spanning?

- 41% - Demographic
- 10% - Geographic
- 27% - Horizontal
- 12% - Vertical
- 10% - Stakeholder



What resources are available to them?

- 36% - Assistance
- 10% - Energy
- 27% - Support
- 12% - Friendship
- 10% - Sponsorship
- 5% - Innovation
- 27% - Development
- 27% - Purpose

## Detailed Presentation and FAQ Reference

Which includes research, statistics, talking-points and information about professional networks and the LND.

**Leaders with Effective Networks...**

- Hear new information early and can capitalize on opportunities that require merging of **disparate expertise and insights**
- Are likely to be in an organization's top 20% of high performers
- Tend to be promoted more rapidly, enjoy greater career mobility, and adapt to changing environments more successfully
- Are more influential in corporate structures and organizations that are more complex (boosts performance by 75%)

**What boundaries should you cross?**

Vertical	Horizontal	Demographic	Geographic
Access levels and boundaries	Access to resources	Access to people with relevant expertise	Access to people with relevant expertise
7%	71%	17%	26%

**Relative Performance**

**#1 Predictor of Career Success**

Large, open networks: 150 ties, 1500 contacts

Small, closed networks: 15 ties, 150 contacts

**How much time does it take build a relationship?**

**200 Hours Total**

**Which network provides more opportunities?**

**Open Network** vs **Closed Network**

**150 Ties Social Acquaintances:** People you would be willing to sit down and have a coffee with, if you bumped into them.

**Intro**

Below you will find a list of questions that have motivated me using the Leader Network Diagnostic. The answers to these various questions have evolved over the years. This is my attempt at summarizing the answers that I have found and using simple, plain, to-the-point answers. While I can't say that this will give you all of these questions, it is likely that you will at least get a sense of the questions that are most relevant to your network. If you have any questions, please contact me at Phil@willburn.com.

**Is it all I have to do to create the right network?**

It is not all you have to do to create the right network. It is a process that involves a lot of work and a lot of time. It is a process that involves a lot of work and a lot of time. It is a process that involves a lot of work and a lot of time.

**What are the benefits of a strong network?**

Strong networks provide you with access to resources, but it is not just about resources. It is about the ability to take advantage of a strong network that you have.

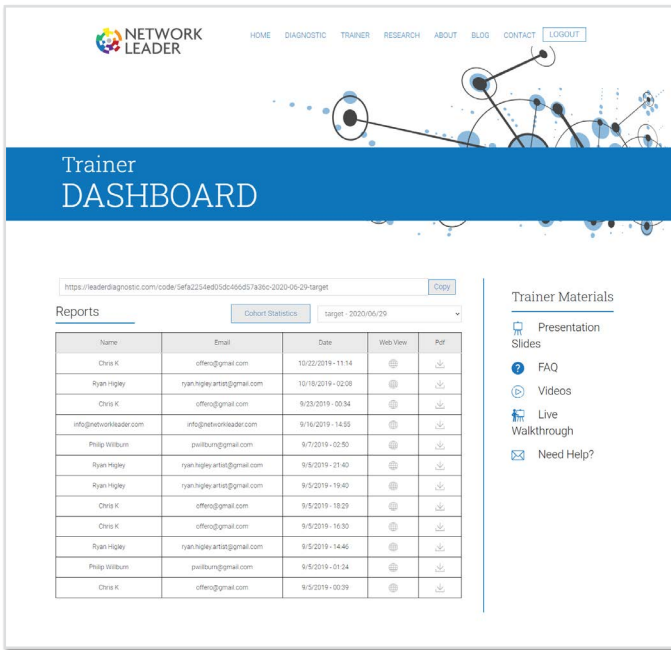
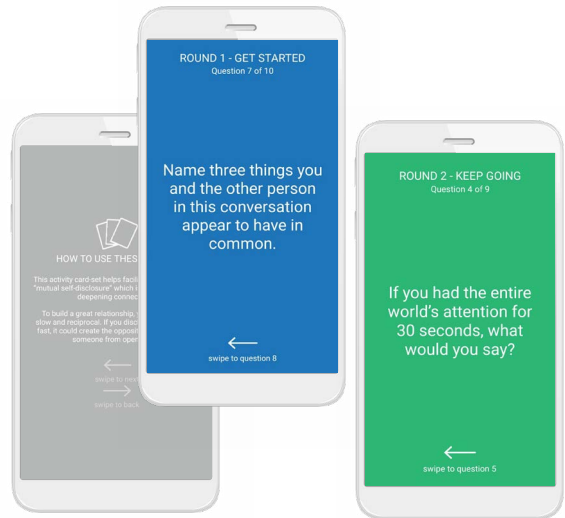
**How do you build a strong network?**

Building a strong network is a process that involves a lot of work and a lot of time. It is a process that involves a lot of work and a lot of time. It is a process that involves a lot of work and a lot of time.



# Question Card Mobile App

LND Certified Trainers get access to our Question Card mobile app. This activity helps facilitate the process of “mutual self-disclosure” which is the accelerator to deepening connections.



## The LND Trainer Dashboard gives easy access to:

- Reports
- Cohort Statistics
- Cohort Details
- Trainer Materials



The team at Network Leader is here to help you with any questions you have about how to deliver or debrief the Leader Network Diagnostic.

Contact us about how our flexible and fully digital assessment can suit your specific needs.

[info@networkleader.com](mailto:info@networkleader.com)

