Hypernetworking Café

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MAP OF HYPERNETWORKING

Forging connections that are stronger than the walls.

There are many walls, but there is only one team.
(Pirate the walls: grant yourself permission to go over, under, around or through them.)

RESOURCES AND NEEDS — THE WALLS — RESOURCES AND NEEDS
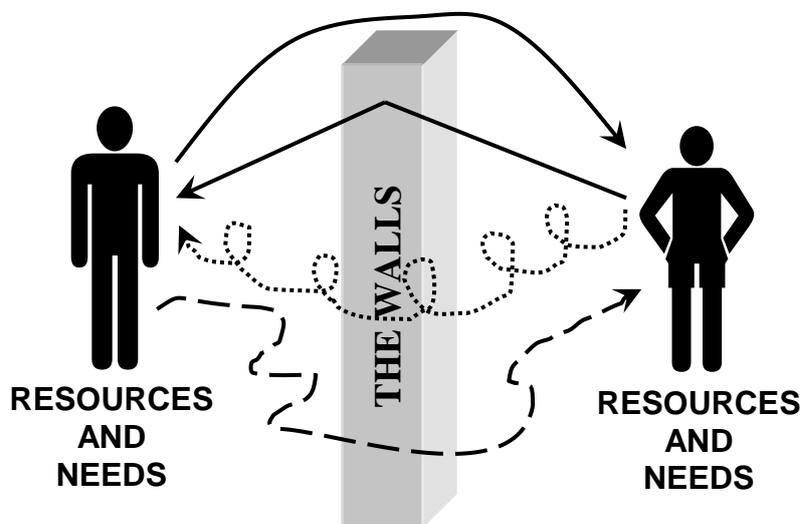
Businesses naturally have many walls that block information, needs and resources from exchanging efficiently. Walls include gender, division, seniority, status, department, project type, level, physical location, language, culture, schedule, technology, etc. Normally there is little interaction across these walls. But most of these walls are *virtual* and they disappear the instant you try to breach them.

INSTRUCTIONS FOR HYPER NETWORKING

The purpose of *Human Hyper Networking* is to create a bonding between people that is more fluid than the walls. The procedure is 5 short questions:

1. "Are you interested in Human Hyper Networking with me?" (When they ask, "What is Human Hyper Networking?" you say, "It is creating a connection that is stronger than the circumstances that separate us.") If they say yes, then…
2. "May I have your card?" and you hand them your card.
3. "Perhaps we each have resources that can help the other move forward. In these few minutes shall we jump directly to the point?"
4. (When they say yes, you say,) "What are you working on? What do you need?" Take notes. Read back to them until they say, "Yes."
5. "Here is what I need. Can you help me?" Speak directly. Ask for what you need, even if it is known to be impossible.

This whole exchange can happen in 5-10 minutes. Then follow through with your commitments no matter what, as soon as possible, and keep the doors open for future needs and resource exchanges.