WENDY SMITH  
Associate Professor, Business Administration  
University of Delaware

Date:  Monday, October 20, 2014  
Time:  12:00 pm - 1:00 pm  
(light lunch will be provided at 11:30am)  
Location:  322 ISEB

“Building Your Sphere of Influence”

As organizations become more complex and dynamic, our career individual success increasingly depends on building an informal sphere of influence. This is particularly important for scientists, technicians, engineers, and project managers who participate in interdisciplinary teams often with colleagues of diverse backgrounds. We need to understand the structure of our current networks and recognize the importance of enhancing critical relationships to gain the support of our colleagues. In this forum, Dr. Wendy Smith will provide insights from research about the nature of professional networks and invite us to consider exploring how we use our own networks to increase our sphere of influence. She will introduce both macro and micro tactics for effectively building and managing our professional networks.

BIO

Wendy Smith earned her Ph.D. in Organizational Behavior at Harvard Business School, and is currently an Associate Professor of Organizational Behavior at the Alfred Lerner School of Business at the University of Delaware. Smith’s research focuses on strategic paradoxes – how leaders and senior teams effective respond to contradictory agendas. Her research has been published in journals such as Academy of Management Journal, Academy of Management Review, Harvard Business Review, Organization Science, and Management Science. She teaches leadership, organizational behavior and business ethics.

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