The Wealth of Networks

How to Make Friends and Influence Nuclear Newcomers

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Presented by Laura Hermann, partner
• Communication
• Competition
• Trust
The Fallacy of the Golden Rule

- Become genuinely interested in other people
- Smile
- Remember a person's name
- Be a good listener
- Talk in terms of the other person's interest
- Make the other person feel important – and do it sincerely
Hanoi University of Science and Technology
Vendor-University Partnerships
Manage Risk, Finance and... Communicate

• Listen for shared priorities
• Build, don’t manage relationships
• Recognize the ability to scale as a driver
• Emphasize invitation and develop trust
• Lead with creativity