Relationship Map
(example)
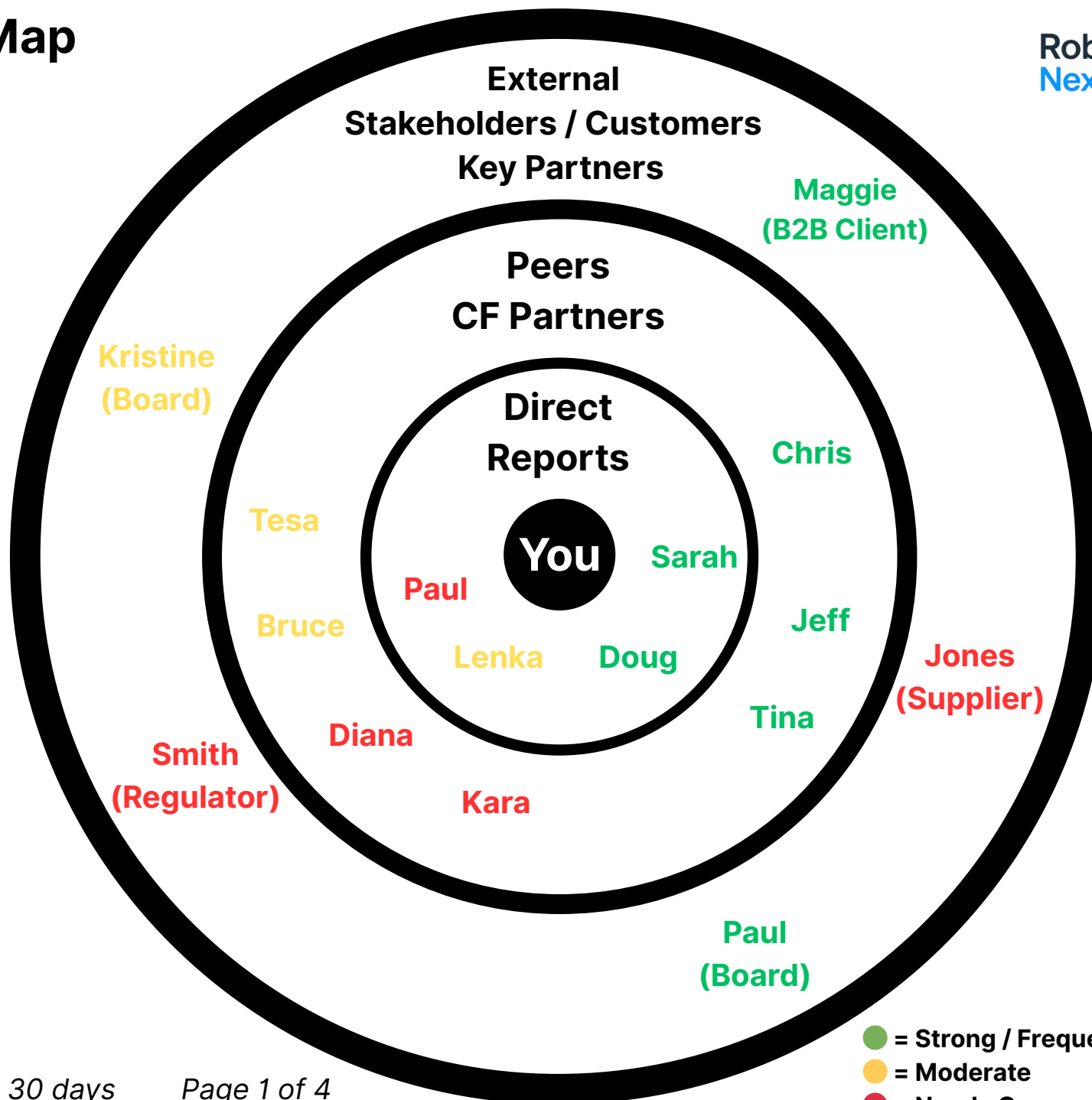
Map the people you meet.

Use this map as a sumary of who you need to follow up with.

Have separate notes for each person.

As you're new, you may not have a prior relationship, but you can still gauge their connection to the role, their support for your appointment, and how important they are to your success.

Use this to prioritize your follow-up and next steps.

Module 3. Phase 2.   *0 - 30 days*   *Page 1 of 4*

Robbins NextGen

External
Stakeholders / Customers
Key Partners

Peers
CF Partners

Direct Reports

You

Maggie (B2B Client)
Kristine (Board)
Chris
Tesa
Sarah
Paul
Jeff
Bruce
Lenka   **Doug**
Jones (Supplier)
Tina
Diana
Smith (Regulator)
Kara
Paul (Board)

🟢 = Strong / Frequent Contact
🟡 = Moderate
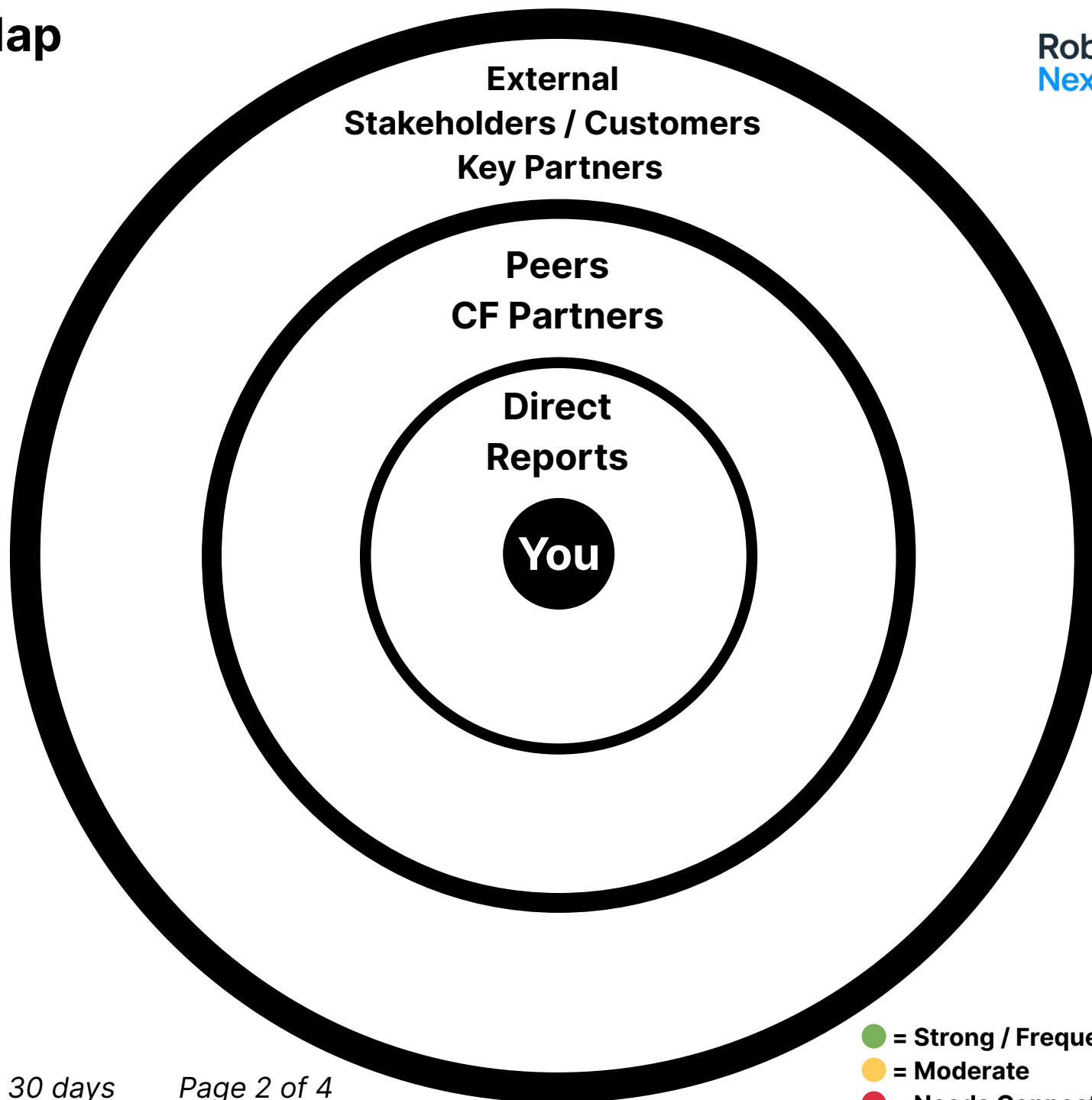🔴 = Needs Connection

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🔴 = **Needs Connection**

Relationship Map *(example)*

Name	Role / Function	Relationship Type	Infulence level (L/M/H)	Key Insights / Observations	Next Step / Follow-up	Status (Met / Pending)	Trust (Got your back) 1-5	Trust (Can do their job) 1-5
Kara	Manager, Analytics	Cross-Functional Partner	H	Not happy with an external person in the role	1:1 next week	Met	2	5
Jim Smith	Regulator	Regulator	M	Not happy with ehe compliance of the company in the past	1:1 in 4 weeks	Met	1	3
Sarah	Digital Marketing	Direct Report	H	Relatively new, but very positive and supportive	Regular 1:1s	Met	5	4
Bruce	CFO	Peer	H	Key person, but requires time to build trust	!:1 in 2 weeks	Met	3	4

Module 3. Phase 2.   *0 - 30 days*

Relationship Map

Name	Role / Function	Relationship Type	Infulence level (L/M/H)	Key Insights / Observations	Next Step / Follow-up	Status (Met / Pending)	Trust (Got your back) 1-5	Trust (Can do their job) 1-5

Module 3. Phase 2.   *0 - 30 days*