

NONPROFIT
MANAGEMENT
INSTITUTE



The Power of
Network Leadership
to
Drive **Social Change**

SESSION

Cultivating a Network Leader Mindset



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10:15-11:15 a.m.

What is the primary obstacle that prevents your organization from achieving greater mission impact?

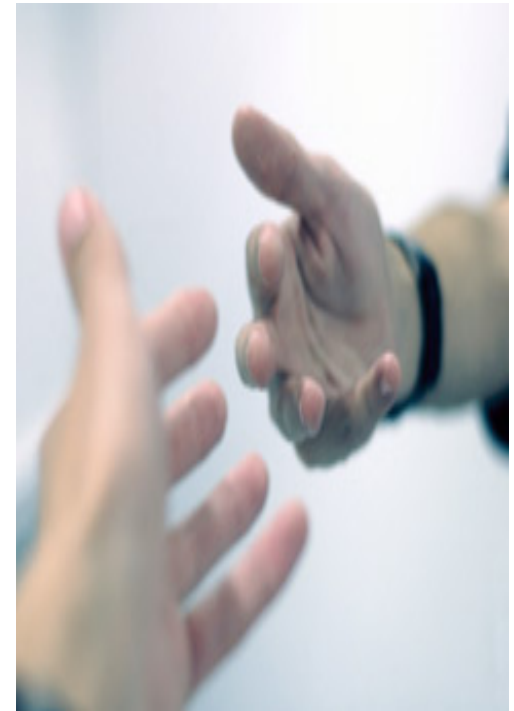


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Less of This



More of That



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Government Partnerships



Hotel/Holiday Partnerships



Sector Level Umbrella





“It was less important which organization was providing services, or in turn which organization got credit or recognition for doing so...as long as services were being provided to the visually impaired at a high quality on a sustainable basis.”

Geraldine Peacock, GDBA CEO 1997-2004

Like finding a needle in a haystack...



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HFHE Mission

To eliminate poverty housing in Egypt

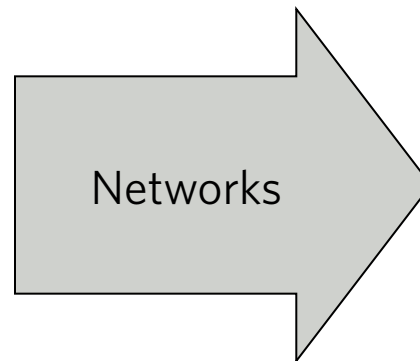
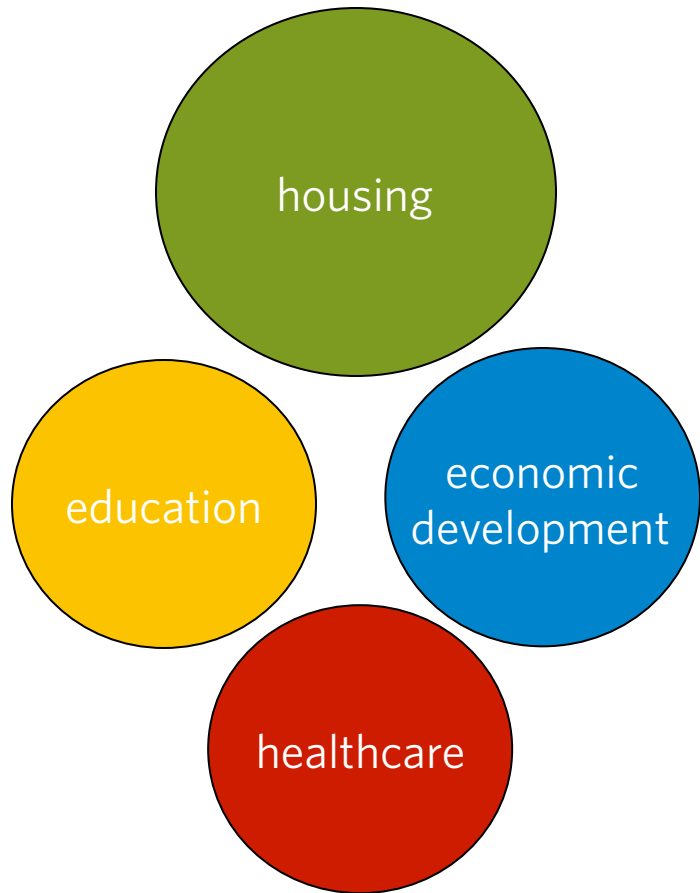
HFHE Challenges

- Tremendous need
- Limited resources
- Low brand recognition
- Competition

Universal Dilemma: Lofty mission, severely limited resources relative to scale of mission

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Organization Strategy vs. Network Strategy



HFH Egypt: Unprecedented Impact



Efficiency
Effectiveness
Sustainability

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Vastly different but essentially the same



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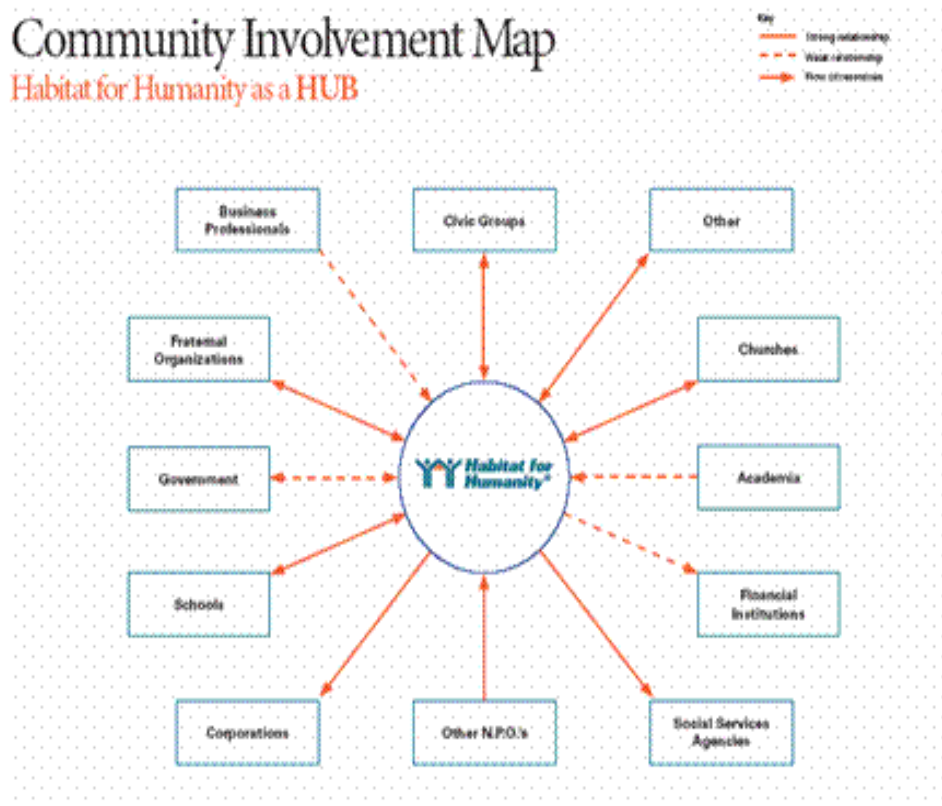
Four Network Principles

1. Mission not organization
2. Trust not control
3. Humility not brand
4. Node not hub

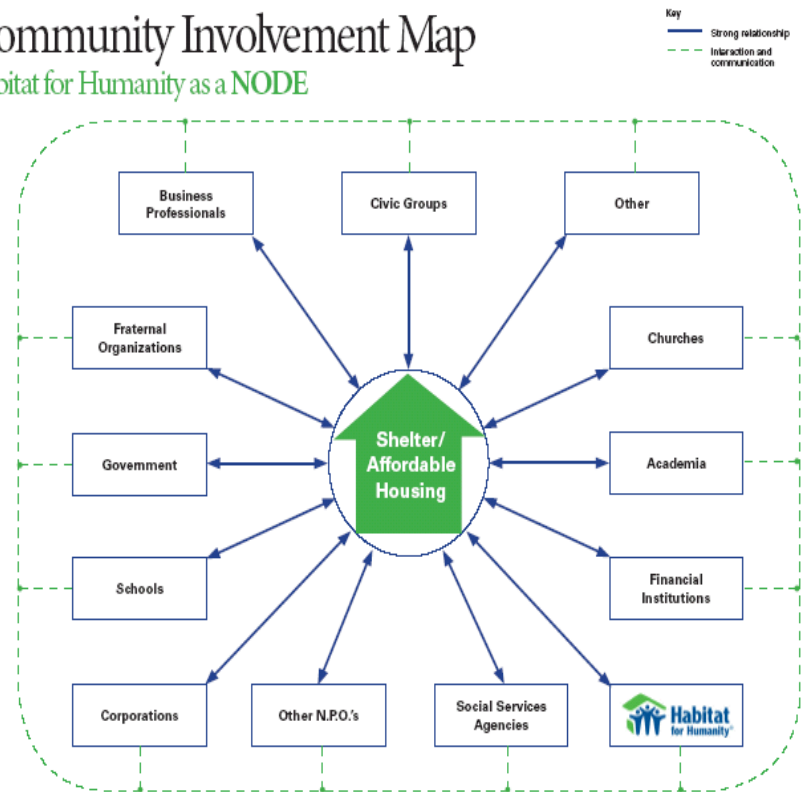
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Mindset Shift from Hub to Node

Community Involvement Map Habitat for Humanity as a HUB



Community Involvement Map Habitat for Humanity as a NODE



Static Role as Organization

Dynamic Role as Network

Four Network Leadership Principles

- 1. Mission not Organization:** The network mindset is about advancing the mission even before advancing the organization. Leaders adopt strategies and tactics to achieve the mission, not necessarily to stimulate organizational growth.
- 2. Trust not Control.** In the network mindset, trust and shared values are far more important than formal control mechanisms such as contracts or accountability systems.
- 3. Humility not Brand.** Conventional wisdom has organizations promoting their program models, building their brands and striving to be the leaders in their field. In the network mindset, organizations work alongside their peers as equals and willingly take a backseat when their partners are in a better position to lead.
- 4. Node not Hub.** Those who embrace the network mindset see their organizations as one part of a larger web of activity directed toward a cause, not as the hub of the action.

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“The leader is best when people barely know he exists. When the work is done, people will say they did it themselves”

---Lao Tse

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How can network leadership help you to achieve your goals?





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Question & Answer

 @BerkeleyHaas

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