

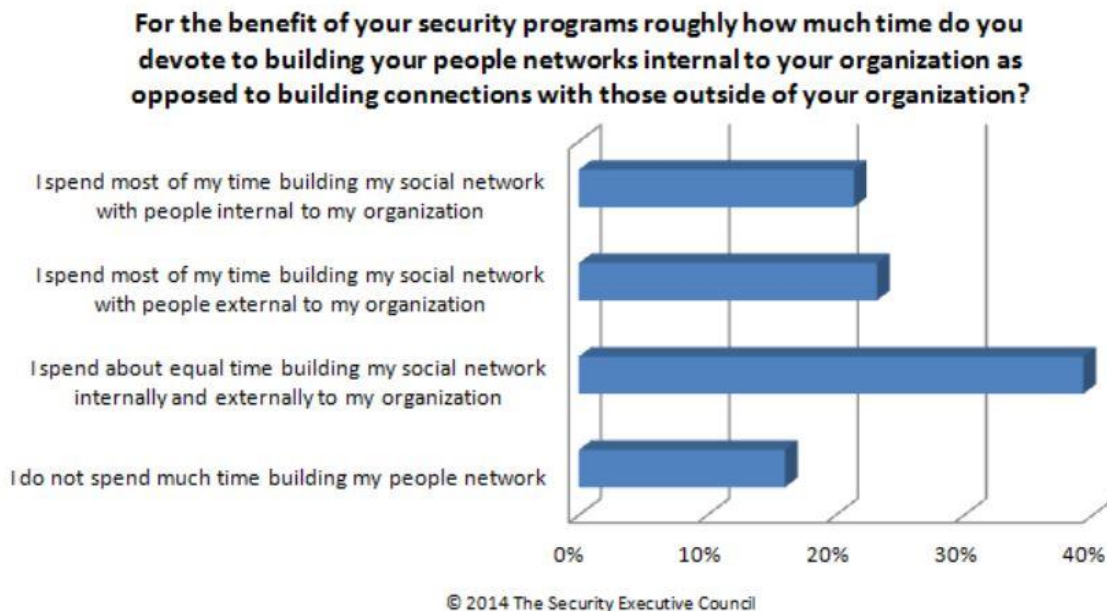
Security Leadership > Development >

# Building People Networks for the Benefit of Security

*Created by Security Executive Council staff*

In our research summarized in ["The Roadmap for Security Leadership Success"](#) we highlighted 10 important decisions successful leaders make. One of these is building the right relationships both within and outside the organization.

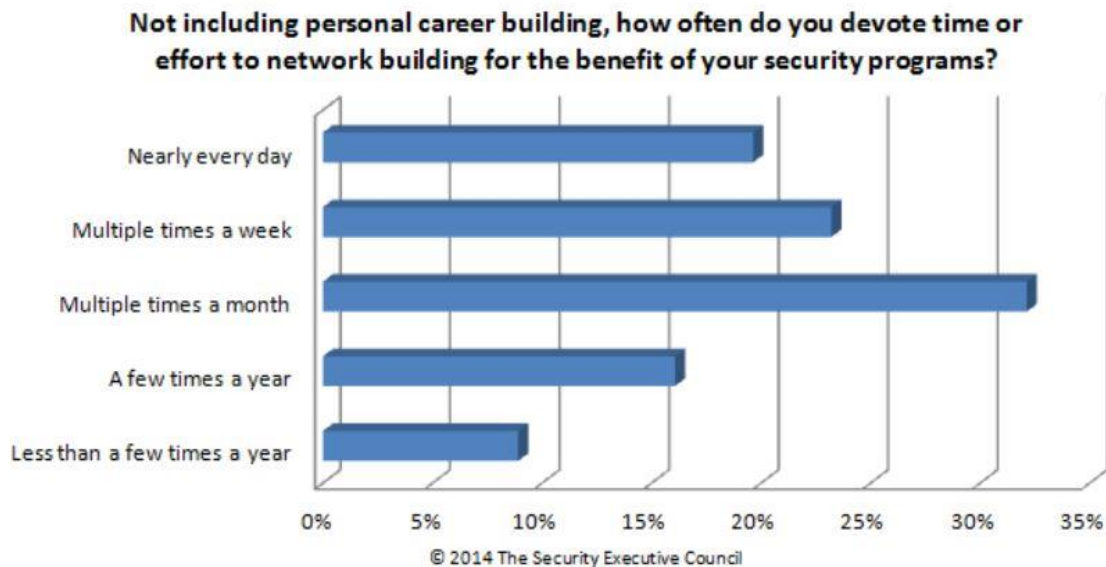
In the 2014 Security Barometer results shown below, we wanted to investigate how our readers are working on building their network for the benefit of their security programs.



The first chart compares the time devoted to building people networks outside and

inside the enterprise. We asked respondents to focus on network building for the benefit of their security programs and to exclude time spent on career building or other personal social networking.

The following chart shows how much time is spent on building networks for the benefit of respondents' security programs.



We have found that successful security leaders have in common a strong well-connected network of business relationships. Good working relationships within your organization will create efficiencies and may encourage buy-in. Business relationships external to the organization will provide different viewpoints, which may aid you in finding solutions to difficult problems.

Whether you are attempting to make connections internally or externally, remember that relationship building is more like farming than mining. It's not about extracting as much as you can before burning out your resources. It's about cultivating "win-win" relationships. Seek to provide a benefit to the people in your network in order to get valuable returns over the long-term.

Visit the Security Executive Council website for other resources in the [Security Leadership > Development](#) series.

## About the Security Executive Council

The SEC is the leading research and advisory firm focused on corporate security risk mitigation solutions. Having worked with hundreds of companies and organizations we have witnessed the proven practices that produce the most positive transformation. Our subject matter experts have deep expertise in all aspects of security risk mitigation strategy; they collaborate with security leaders to transform security programs into more capable and valued centers of excellence. Watch our [3-minute video](#) to learn more.

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