

# The Dialogue

## Guest

An audio experience by the  
World Business Dialogue



**Scott Mordell**  
CEO of the Young Presidents'  
Organization

## Key Takeaways Episode 6

The guest of the 6th episode of "The Dialogue" is Scott Mordell. As the CEO of the Young Presidents' Organization, Scott leads a company consisting of almost 30,000 leaders from all around the world. He talks to our host Sammy-Miles Geiger about the misinterpretation of networking, the importance of relationship building for a good leader and the role of trust in this.

### Networking & relationship building

Networking is **not** the search for somebody who can help you to get a job. In this context, networking **is often misinterpreted** and negatively connotated.

Instead, networking is **relationship building**. In a network, all people are interesting for different reasons. All can **support each other**, depending on their current situation and on what they are looking for.

### Human relationships as the heart of organizations

In Scott's mind, every organization consists of four different parts: firstly, a **common purpose**; secondly, **bringing people together**; thirdly, creating **processes and structures**; fourthly, **capital**.

People are the **'heart'** of these components and **unite** the different aspects.

At YPO, it's all about the diverse exchange between leaders who have similar empathy, but different experiences. Particularly in times of crisis, mutual support has become more important.



### The role of trust

Being connected with someone means being connected with someone's whole network, provided that one is willing to share it.

This has to be **based on trust**.

Within organizations, building trust is key in order to share even bad news as soon as possible with the leader. Therefore, a Responsible Leader has to create an appropriate environment.

"The **higher up** one goes in an organization, one needs to work much, much harder to make sure that they are getting **authentic and transparent dialogue** with the people that they work with."

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