



# 6 DEGREES OF SEPARATION WORKSHEET

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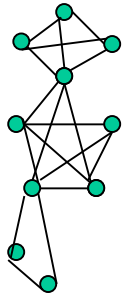
## Six Degrees of Separation Worksheet ©

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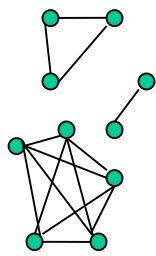
Six degrees of separation doesn't simply mean that everyone is linked to everyone else in just six steps. It means that a small number of people are linked to everyone else in a few steps, and the rest of us are linked to the world *through* those few. Those few are the persons who *broker* your relationships and access to others.

So who are the "brokers" in your network? Where are the holes?

There's an easy way to explore this idea. Make a list of 25 people whom you would call your circle of business contacts and then work backward from each person until you could identify who was ultimately responsible for setting in motion the series of connections that produced that contact.



This worksheet helps facilitate the analysis. First, begin with the center column (i.e., column **B**) and list up to 25 people who make up your circle of business contacts. These are people you go to for professional advice. Second, go to the column immediately to the left of the center column, column **(A)**. In column **(A)**, write the name of the person who introduced you to the valued contact in the row next to his or her name. If you introduced yourself to your valued contract, write "me" in column **(A)**. After completing this for each name in the center column,



you gain a thumbnail representation of the brokers in your network -- those individuals who link you to your key contacts. Take special note of names that repeat in column **(A)**. They are disproportionately important for linking you to key people in direct proportion to their frequency. The importance of a broker goes up the more contacts they have within a group or the more connections they have across separate groups.

The next step is to work in the same manner but in the opposite direction, from column **(B)** to column **(C)**. This will give you the mirror image of your network. What people in your contact network rely on you for their key contacts? Having this information gives you some insight into asymmetries in your network and the degree to which you are a broker for others.

**After completing this exercise, you will likely find network connections that we will discuss during the presentation.**



Brian Uzzi is a globally recognized scientist, teacher, consultant and speaker on leadership, social networks and media, and big data. He is the Richard L. Thomas Distinguished chair in leadership at the Kellogg School of Management, Northwestern University. He also co-directs NICO, the Northwestern Institute in Complex systems and holds professorships in Sociology and in the McCormick School of Engineering. He has taught around the world on the faculties of INSEAD, University of Chicago, and the University of California at Berkeley where he was the Warren E. and Carol Spieker Professor of Leadership in 2008 Brian lectures on leadership, persuasion, and change and has been award 13

teaching awards and over a dozen scholarly achievement awards worldwide.

For more info on networks or to order copies of this exercise, visit Brian's website at [www.kellogg.northwestern.edu/faculty/uzzi](http://www.kellogg.northwestern.edu/faculty/uzzi)

# Six Degrees of Separation Worksheet

(A)		(B)	(C)	
Who introduced you to the contact in Column B? (These are the Brokers in your network).		Name of Contact  <b>Start Here</b>	Who did YOU introduce the contact in column B to? (You are a Broker in their network)	
1.				1.
2.				2.
3.				3.
4.				4.
5.				5.
6.				6.
7.				7.
8.				8.
9.				9.
10.				10.
11.				11.
12.				12.
13.				13.
14.				14.
15.				15.
16.				16.
17.				17.
18.				18.
19.				19.
20.				20.
21.				21.
22.				22.
23.				23.
24.				24.
25.				25.