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companies. Rich social capital can even make you luckier.

## INSEAD - Social Capital

The ability to achieve our goals, fulfill our missions, and make our contributions to the world depends as much on our social capital (the

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resources available in and through personal and business networks) as it does on our human capital (knowledge, expertise, and experience).

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What Is Social Capital, and Why  
Should You Care About It?

It is not owned by a single individual. Instead, social capital emanates from interactions with other people—a social synergy, if you will. However, like the other forms of capital, social capital contributes to business pro-

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ductivity as well as personal success.  
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They also bring social capital, the resources and support they can procure through their network of

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relationships. Research demonstrates that social capital affects a number of important outcomes such as individual performance, career progression, and the ability to enlist the cooperation of others to achieve organizational goals.

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know—the size, quality, and diversity  
of your personal and business  
networks. But beyond that, social  
capital also depends on who you d o

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