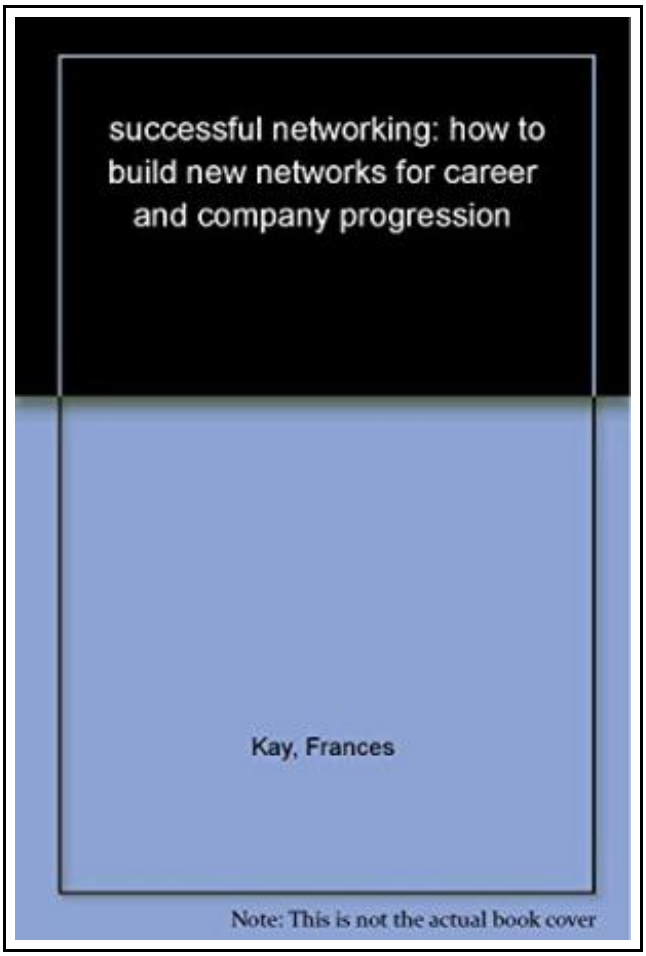
Successful Networking: How to Build New Networks for Career and Company Progression



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Reviews

The book is simple in read safer to comprehend. It is writter in straightforward words and phrases instead of confusing. You wont truly feel monotony at anytime of your time (that's what catalogues are for concerning in the event you request me).

(Brannon Koch)

SUCCESSFUL NETWORKING: HOW TO BUILD NEW NETWORKS FOR CAREER AND COMPANY PROGRESSION

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Kogan Page Limited/Viva Books, 2011. Softcover. Book Condition: New. First edition. The benefits of networking are many ? improving the chances of keeping a job, getting a new one, career progression, learning how to get along with others and improving personal effectiveness and company performance. Successful Networking is designed to remove the fear factor and encourage you to make the effort to "network for success". It gives you advice and guidance on: ? finding the right networks ? networking groups ? networking in the virtual community ? first impressions ? the skill of conversation ? coping with rejection ? the elevator pitch ? following up ? sharing information and contacts ? managing and growing your network Whatever stage you have reached in your life or career, you cannot afford not to network. This book will help you to get started, virtually or physically, and convince you of the long-term benefits of relationship building. It is vital reading for anyone who wishes to stay ahead of the pack. Content: Introduction ? Confidence and motivation to network : How to get started ? Nerves and apathy ? two great inhibitors to networking ? Setting goals ? Confidence-building techniques ? Ways to increase motivation ? Finding the right networks: Deciding on your networking strategy ? Keeping your eye on the ball (players) ? Where do you want this to lead? ? Suggestions for not wasting time ? Networking groups: Getting to know the hierarchy and how it works ? Movers and shakers, winners and losers ? Who goes there, and why? ? Actions speak louder than words ? Networking in the virtual community: The role of the internet in networking ? Online networking ? the various media ? What are the risks? ? Safeguards that can be applied ? Why you cannot afford...

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