



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

By Frances Kay

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...



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Reviews

Extensive guide! Its such a excellent read. This can be for anyone who statte that there was not a worth looking at. I am just effortlessly will get a satisfaction of looking at a written publication.

-- **Melvin Hettinger**

This book will not be effortless to start on reading through but very exciting to learn. It is amongst the most remarkable book i have got go through. Once you begin to read the book, it is extremely difficult to leave it before concluding.

-- **Dr. Easton Collier DVM**