



Networking for Career Success: 24 Lessons for Getting to Know the Right People

By Diane Darling

McGraw-Hill Education - Europe. Paperback. Book Condition: new. BRAND NEW, Networking for Career Success: 24 Lessons for Getting to Know the Right People, Diane Darling, This book provides 24 lessons for getting to know the right people. Business professionals consistently list networking as one of the most powerful strategies for career advancement. But you have to make it happen. "Networking for Career Success" provides you with 24 tips, tools, and lessons for building mutually beneficial relationships, then cultivating them as opportunities arise. Outlining a step-by-step program for working with your current contacts, then adding new contacts by meeting people the right ways, this career-advancement tool outlines a specific plan to: learn to network; surpass your fears; control your body language; find opportunities; socialize with savvy; talk tactically; overcome your limits; and, follow up right. Effective networking is about getting what you need or want while helping others get what they want or need. "Networking for Career Success" provides you with the right skills make mutually beneficial connections, knowing how to cultivate those connections for the benefit of everyone involved, and creating a classic and valuable win-win situation.



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