



Strategic Connections: The New Face of Networking in a Collaborative World (UK Professional Business Management / Business)

By Anne Baber, Lynne Waymon, Andre Alphonso, Jim Wylde

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Today's organizations are collaborative. With old command-and-control methods replaced by openness and transparency, networking has become an essential professional skill--expected of everyone, at every level.

Unveiling eight indispensable competencies for the new Network-Oriented Workforce, *Strategic Connections* provides practical advice for building better, more productive business relationships. Readers will discover how to:
Commit to a positive, proactive networking mindset - Align networking activities with individual and organizational objectives - Leverage their contacts by organizing them into strategic groups - Earn trust--a prerequisite for collaboration - Boost their social acumen and increase their likeability - Master conversational skills and deepen interactions - Employ storytelling to make communications memorable - Use networking to deliver value to the company
Thanks to technology, new contacts are only a click away. But the level of connection and collaboration required for real success demands advanced face-to-face relationship-building skills. This book gives you the tools you need to meet goals, execute strategies, foster innovation, and make yourself invaluable to your organization.

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Bibliography

- Sales Rank: #647225 in Books
- Published on: 2015-01-07
- Original language: English
- Number of items: 1
- Dimensions: 9.50" h x 6.25" w x 1.00" l, 1.12 pounds
- Binding: Hardcover
- 256 pages



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“For virtually all professionals, networking is fast becoming a fundamental competency. This is an exceptionally useful and practical guide based on research and experience.” --***Joyce Lain Kennedy, syndicated columnist***

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