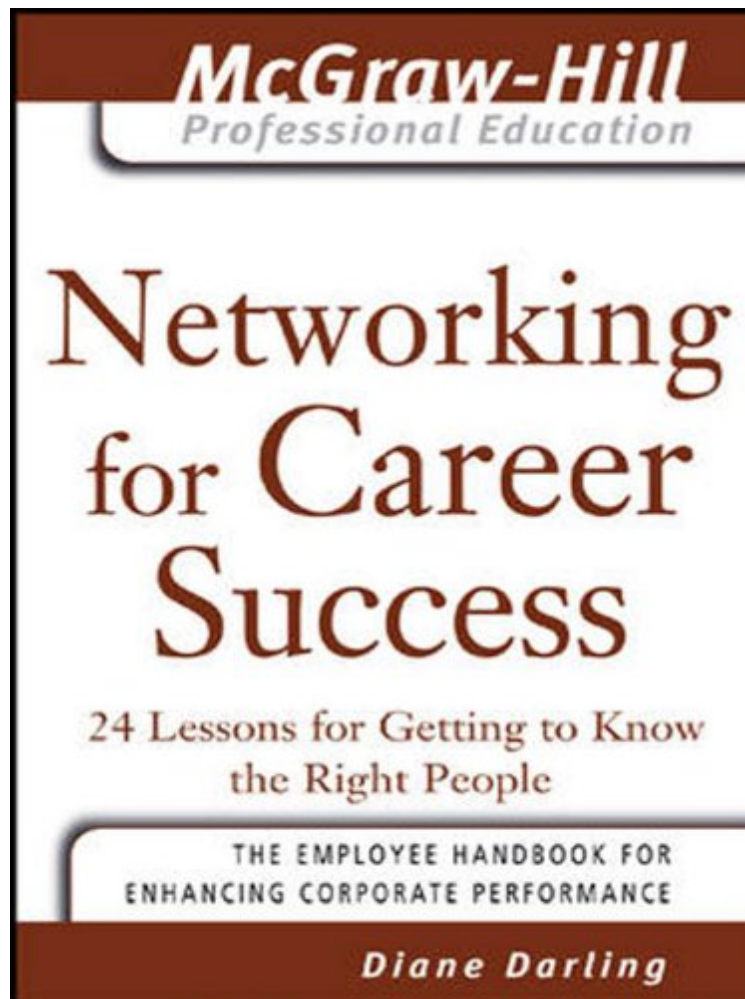



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Networking for Career Success: 24 Lessons for Getting to Know the Right People (The McGraw-Hill Professional Education Series)

Diane Darling

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Diane Darling : Networking for Career Success: 24 Lessons for Getting to Know the Right People (The McGraw-Hill Professional Education Series) before purchasing it in order to gauge whether or not it would be worth my time, and all praised Networking for Career Success: 24 Lessons for Getting to Know the Right People (The McGraw-Hill Professional Education Series):

0 of 0 people found the following review helpful. DisappointingBy Aurelio ArredondoI was looking for more specific tips on working a room. There was not anything like that, just very general and very obvious Do's and don'ts.6 of 7 people found the following review helpful. The Art of Giving and ReceivingBy CustomerWhen you think of networking, what comes to mind? Do you think of attending a trade show to find a lot of people for whom to sell your products or services? Or maybe you think of meeting someone who will help you land that perfect job. While these are

both legitimate reasons for wanting to network, Diane Darling's "Networking for Career Success" reminds us that networking is the art of building and sustaining mutually beneficial relationships. In other words, one should expect to give as well as receive. "Networking for Career Success" is packed with powerful ideas and suggestions on how to network the right way. The author gives great advice on etiquette, preparation and execution. For example, she suggests packing a networking kit that includes index cards for notes, business cards and breath mints (among other things). She also drives home the need to build relationships and advises readers to be prepared to help others when asked. Though the book is light on pages, it is heavy on sound advice for professional networking. Diane Darling has written an intelligent handbook that should be included with anyone's networking survival kit. Highly Recommended Emanuel Carpenter Author of "Where is the Love?" emanuelcarpenter dot com

Networking for Career Success shows professionals how to enhance their careers through effective networking. It covers everything from basics of networking to targeted techniques for making a career change, funding a new business venture, adding clients, and more.

From the Back Cover 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 * 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. About the Author Diane Darling is the founder and CEO of Effective Networking, Inc., and a nationally recognized networking expert. She has lived in Thailand, the Philippines, England, France, and a variety of locales in the United States.