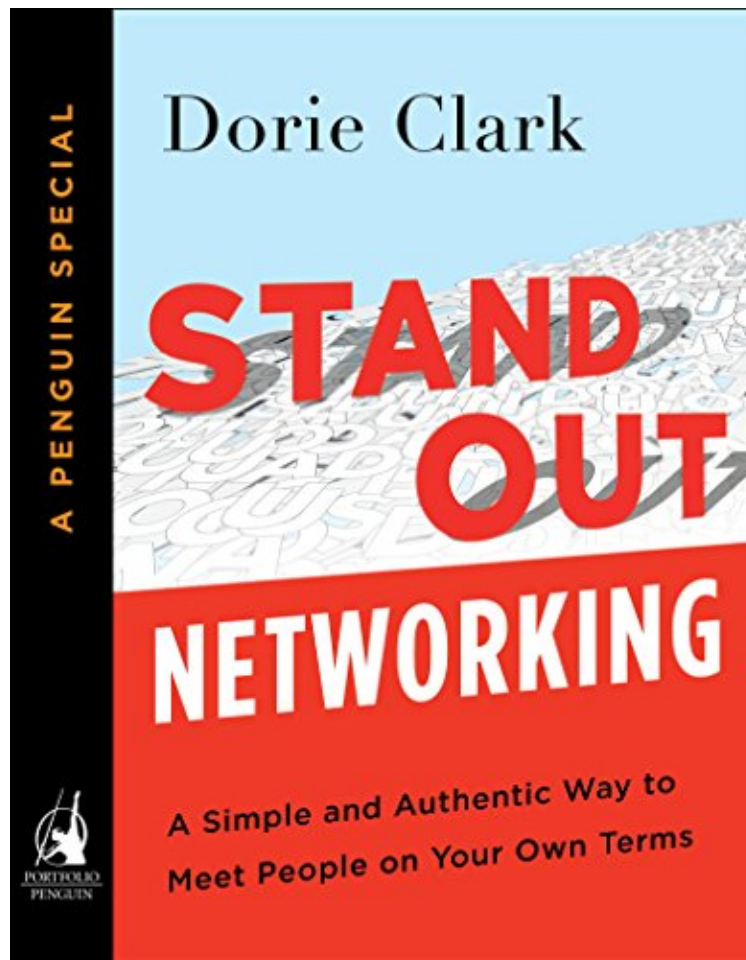


(Free download) Stand Out Networking: A Simple and Authentic Way to Meet People on Your Own Terms (A Penguin Special from Portfolio)

## Stand Out Networking: A Simple and Authentic Way to Meet People on Your Own Terms (A Penguin Special from Portfolio)

*Dorie Clark*

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**Dorie Clark : Stand Out Networking: A Simple and Authentic Way to Meet People on Your Own Terms (A Penguin Special from Portfolio)** before purchasing it in order to gauge whether or not it would be worth my time, and all praised Stand Out Networking: A Simple and Authentic Way to Meet People on Your Own Terms (A Penguin Special from Portfolio):

2 of 2 people found the following review helpful. A smart guide to networking well By Laura Dorie seems to know everyone, and in this short ebook she shares her secrets with the rest of us. She quickly busts the myth that networking is about exchanging business cards at loud, cattle-call events. Instead, it's about getting to know really cool people on your own terms, and building those relationships over time. If you score professional benefits, great. But it's also just about having people in your life who energize you and inspire you. From using podcasting (or column writing) as a

way to network to hosting small events, Dorie's got lots of unconventional ideas on how to find contacts and renew old ones. Highly recommended for anyone who wants to deepen their connections and get more out of professional events.0 of 0 people found the following review helpful. Stop wasting time networkingBy Robbie SamuelsMy life's mission is to teach others to build welcoming community and strong professional networks. In this Facebook world, people have forgotten how to do face time (and I don't mean the app). This book shares simple, strategic, and actionable steps you can take to effectively connect with colleagues. Dorie seems to know everyone and this book shares how she has built her amazing network. If you haven't already, you should also read Stand Out: How to Find Your Breakthrough Idea and Build a Following Around It. Dorie spent two years interviewing 50 of the world's top experts (disclaimer: I'm one of them) to understand how they developed powerful ideas got recognized for them.2 of 2 people found the following review helpful. Dorie Clark knows how to Network!!By Chris SchenkAnother great book by Dorie Clark!! I always love how she writes and how there are always "actionable" tips I can apply to my own personal life right now. If you have any questions on how to network or how to get more meaning from the networking you are currently doing I would highly recommend this book.

Few professional activities are as nerve-wracking as networking. The terrifying prospect of entering a room full of strangers. The awkward introductions and stilted small talk. The concern that "networking" means you have to exploit others for personal gain — or might appear that way. It's no wonder so many talented professionals eschew networking altogether. Unfortunately, that means they're limiting their chances of making the kind of great personal and professional connections that can expand their worldview, enrich their lives, and — yes — even lead to new business opportunities. That's why it's time to reclaim networking. It doesn't have to be the province of users and takers; instead, as Forbes and Harvard Business Review contributor Dorie Clark makes clear in this short and actionable guide, networking done right is nothing like the stereotype. It's not about making shallow, insincere connections and filling your wallet with business cards. Instead, the real goal is to turn brief encounters into mutually-beneficial and lasting friendships — in both your personal and professional life. Drawing on wisdom from her own experience and from experts like psychologist Robert Cialdini, marketer Michael Katz, and authors Judy Robinett and Keith Ferrazzi, Clark provides valuable insight on how to be a good networker, including concrete tips on how to:

- Turn initial small talk into meaningful exchanges -
- Unlock the power of social media as a networking tool -
- Transform casual online contacts into real-world connections -
- Make the most of conferences -
- Set a schedule for keeping in regular touch with your network -
- Repair and strengthen troubled relationships -
- Create your own events and become a connector

Whether you're an introvert or extrovert, and whether you currently relish or loathe making new connections, Clark will teach you the strategies you need to make networking fun, joyful, and enriching.