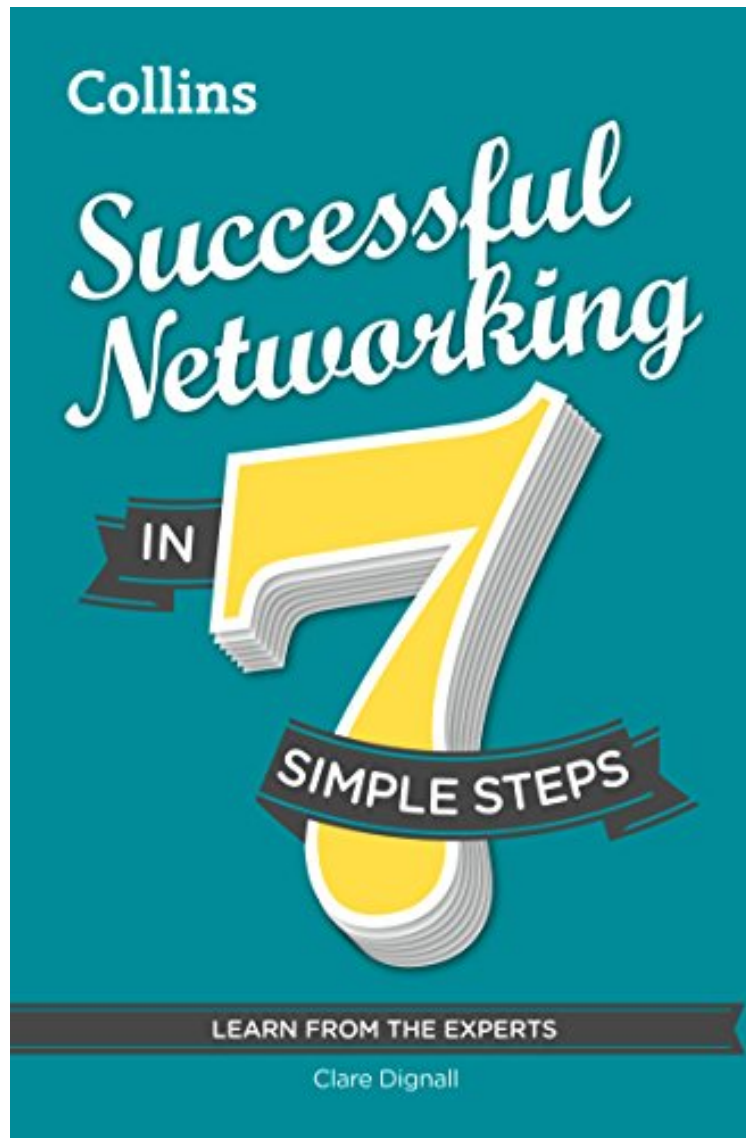


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Successful Networking in 7 simple steps

Clare Dignall

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Clare Dignall : Successful Networking in 7 simple steps before purchasing it in order to gauge whether or not it would be worth my time, and all praised Successful Networking in 7 simple steps:

7 simple steps to help you get what you want from networkingNetworking: get it right, and it provides an opportunity for learning and expanding your business contacts. But there are so many ways to get it wrong. Maybe yoursquo;ve learnt this the hard way, or maybe you donrsquo;t know where to start. Whether yoursquo;re setting out into the world

of business for the first time, planning a return visit or want to be the best in the job yoursquo;re in, this is the book for you. Follow these 7 simple steps to pick your way through the minefield that is networking. Wersquo;ll take you from creating new opportunities to maintaining valuable relationships, and show you how to survive any difficult moments along the way.

About the Author Clare Dignall has worked in both the public and private sectors, in established organisations and challenging start-ups. Since working for herself, she has realised - more so than ever - the importance of forming close business relationships and extending her network. When authoring this book, Clare used material from Barry Tomalin's *Key Business Skills* (HarperCollins 2012) in addition to bouncing ideas off Joe Cairney of *Projects on Track*, who Clare would like to thank for his insights and enthusiasm. Clare is also the author of the HarperCollins title *Can You Eat, Shoot Leave?*, the official companion to Lynne Truss's bestseller *Eats, Shoots Leaves*, as well as *Collins Negotiation Skills in 7 Simple Steps*.