



Networking Guidebook: Building Strategic Relationships Through Networking

By Melissa Giovagnoli

Networld Publishing, United States, 2009. Paperback. Book Condition: New. 254 x 203 mm. Language: English . Brand New Book ***** Print on Demand *****.The Networking Guidebook is designed as a companion to author Melissa Giovagnoli's bestselling book Networking. While the first book provided an introduction to the overall concepts and practices of Networking, this guidebook is intended to help you put Networking into motion in real-time. Filled with checklists, questions and exercises to help you assess where you are in terms of your networks and the goals you hope to achieve through the implementation of Networking, as well as a month-by-month action plan to roll out the process, The Networking Guidebook is a fun, practical and easy-to-understand resource that helps you transform relationships from a pipeline to opportunities to a lifeline in our new world of work.

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