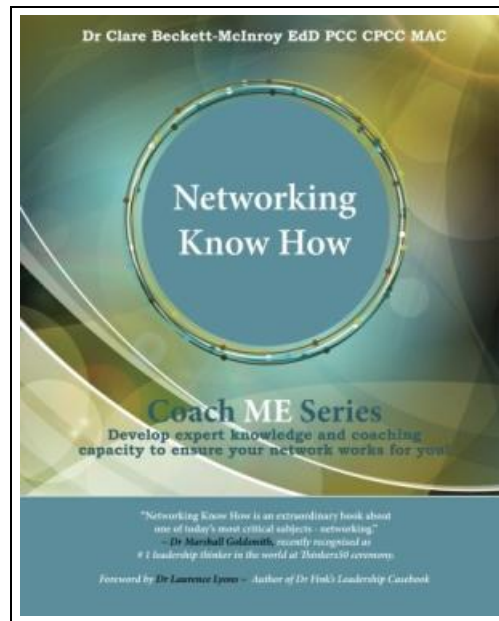


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Reviews

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COACH ME SERIES: NETWORKING KNOW HOW (PAPERBACK)



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Networking Know How, the first in the Coach Me series, is unique and a must read. It is alive with stories from of 40 international professionals who share their successes and reflections on how to widen your net and make it work for you. Written in a coaching style, by Dr Clare Beckett-McInroy EdD PCC, a learning and development expert and certified executive coach, it provides you with opportunities to have a go at challenging your beliefs through activities that make you more aware of who you are being and they ways you need to interact. Implement the strategies in this book and the quality of your networking will dramatically improve. This book has its foundations in empirical evidence and global research, presented at relevant stages, to develop your skills, knowledge and attitude around on and off line networking. It promotes the necessity to treat networking as an essential part of your life and evaluates effective networking strategies as well as transferable wins . Networking Know How focuses on enabling your potential through authentic, strategic, reciprocal networking in a strikingly, multi-cultural, inclusive way. Time will be well spent reading it from cover to cover or dive into it no matter what your intentions around networking. It has proven effective for professionals at C-suite, entrepreneurs, start-ups, students and charity workers as well as people in transition/relocation. If you want to know how to network with skill and an enthusiastic mindset, in a calculated manner, flip the pages and enjoy the ride! Quick wins: -How to use your business card as your mini CV - Persuasive personal branding for networking -Reciprocate with ease -Become the go-to person in your circles -Network in new...



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