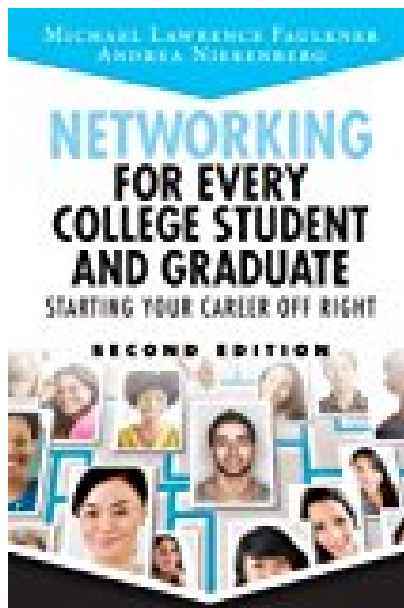


Networking for Every College Student and Graduate Starting Your Career Off Right 2nd Edition



BOOK DETAILS

- Author : Michael Lawrence Faulkner
- Pages : 192 Pages
- Publisher : Pearson FT Press
- Language : English
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BOOK SYNOPSIS

You've worked hard to gain the knowledge and skills needed for career success. Now, it's time to build a great network of people who'll help you get where you want to go. Don't know where to start? No problem. Not sure how to present yourself? No problem. You're shy, or an introvert? No problem. Whoever you are, Andrea Nierenberg and Michael Faulkner will gently and patiently guide you through the whole networking process, one easy step at a time. You'll find simple advice, rules, steps, and "how to" techniques that'll take you all the way from "breaking the ice" to "acing the interview." It's all based on the experience of the world's most successful networkers, combined with the latest research about business and psychology. These techniques work. You can use them. You can do this! · What networking is, what it isn't, and why you need to do it Getting past the myths and misconceptions (networking is NOT using people!) · What great networkers do--and how you can do it, too Easy lessons anyone can learn from the best · Networking for introverts: there's more than one way to do this Use the surprising networking advantages that come with introversion · Don't just post: Make the most of social networks LinkedIn, Facebook, and beyond: Extend your network, magnify your impact

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