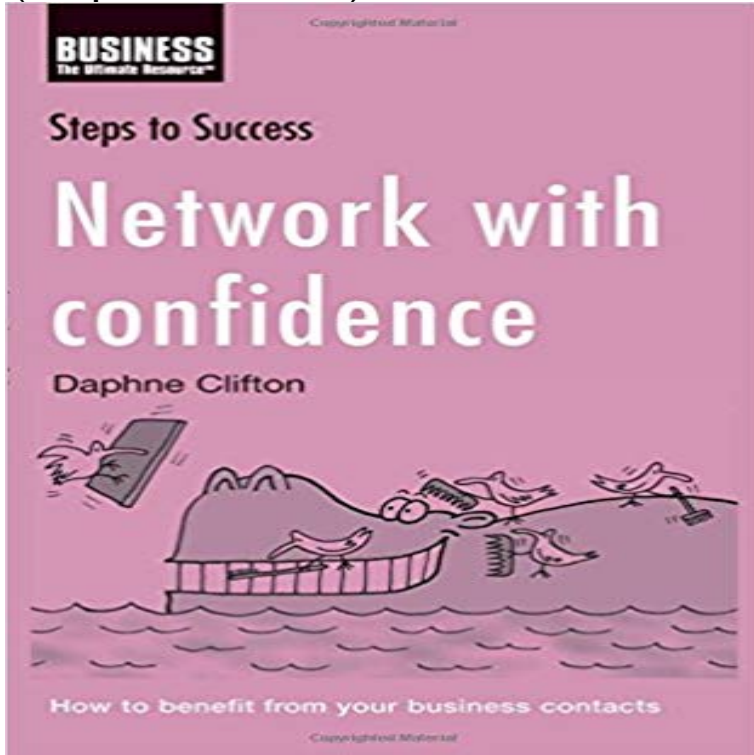


Network with Confidence: How to Benefit from Your Business Contacts (Steps to Success)



Are you fed up with trawling round networking events that take vast amounts of time for little return? Do you feel queasy stepping into a room of total strangers to represent yourself or your business? Then this is the book you've been waiting for. Networking is something that can really improve our career prospects, but it is something that many people actively dread. With advice on how to conquer your nerves, ask the right questions, find out about the right events (and work out which ones to avoid), this book offers a straightforward approach to networking that will build confidence in basic skills, as well as tips to hone the skills of the most seasoned networkers.

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