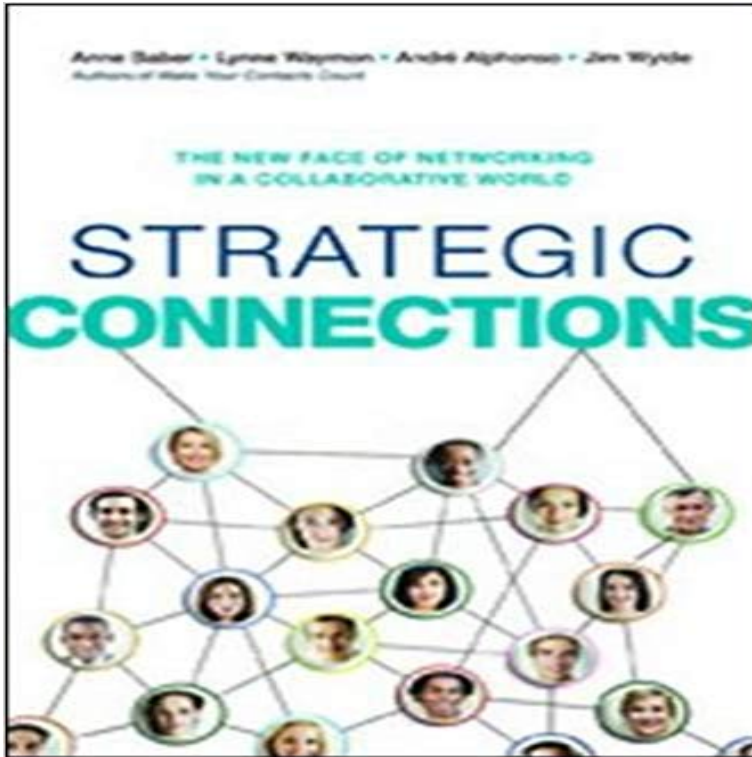


Strategic Connections: The New Face of Networking in a Collaborative World



Today's organizations are collaborative. With old command-and-control methods replaced by openness and transparency, networking has become an essential professional skill expected of everyone, at every level.

Unveiling eight indispensable competencies for the new Network-Oriented Workforce, *Strategic Connections* provides practical advice for building better, more productive business relationships. Readers will discover how to:

- Commit to a positive, proactive networking mindset
- Align networking activities with individual and organizational objectives
- Leverage their contacts by organizing them into strategic groups
- Earn trust, a prerequisite for collaboration
- Boost their social acumen and increase their likeability
- Master conversational skills and deepen interactions
- Employ storytelling to make communications memorable
- Use networking to deliver value to the company

Thanks to technology, new contacts are only a click away. But the level of connection and collaboration required for real success demands advanced face-to-face relationship-building skills. This book gives you the tools you need to meet goals, execute strategies, foster innovation, and make yourself invaluable to your organization.

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window.ue_csm.cel_widgets = [      { id:
detail-bullets      } , { id:
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return custRev + (index + 1); } } , { id:
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, { id: session-sims-feature  } , { id:
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productDescription  } , { id:
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consumption-sims  } , { id:
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DAcrt } , { id: vtpsims } , { c: celwidget
} , { id: fallbacksessionShvl } , { id: rhf
} , { id: unifiedLocationPopoverSelections
} ] ; (function(a){ var
b=document.ue_backdetect;b&&b.ue_back
&&a.ue&&(a.ue.bfini=b.ue_back.value);a.
uet&&a.uet(be);a.onLdEnd&&(window.ad
dEventListener?window.addEventListener(
load,a.onLdEnd,1):window.attachEvent&
&window.attachEvent(onload,a.onLdEnd))
;a.ueh&&a.ueh(0,window,load,a.onLd,1);a.
ue&&a.ue.tag&&(a.ue_furl&&a.ue_furl.sp
lit?(b=a.ue_furl.split())&&b[0]&&a.ue.tag
(b[0]):a.ue.tag(nofls)))(ue_csm); var
ue_pty=Detail, ue_spty=Glance,
ue_pti=0814434967; v
(function(g,h){ function d(a,d){ var
b={};if(!e !f)try{ var
c=h.sessionStorage;c?a&&(undefined!==(ty
peof
d?c.setItem(a,d):b.val=c.getItem(a)):f=1 }ca
tch(g){ e=1 }e&&(b.e=1);return b}var
b=g.ue
{ },a=f,e,c,a=d(csmtid);f?a=NA:a.e?a=ET:(
a=a.val,a (a=b.oid
NI,d(csmtid,a)),c=d(b.oid),c.e (c.val=c.val
0,d(b.oid,c.val+1)),b.ssw=d);b.tabid=a})(u
e_csm,window); (function(b,c){ var
a=c.images;a&&a.length&&b.ue.count(tot
alImages,a.length))(ue_csm,document);
(function(m,h){ function I(a){ if(a)return
a.replace(/^\s+ //s+$/g,)}function
x(a,e){ if(!a)return { };a.m&&a.m[k]&&(a=a.
.m);var b=e.m e[k]
,b=a.m&&a.m[k]?b+a.m[k]:a.m&&a.m.tar
get&&a.m.target.tagName?b+(Error
handler invoked by +a.m.target.tagName+
tag):a.m?b+a.m:a[k]?b+a[k]:b+Unknown
error,b={ m:b,f:a.f a.sourceURL
a.fileName a.filename
a.m&&a.m.target&&a.m.target.src,l:a.l
a.line a.lineno
a.lineNumber,c:a.c?a.c:s:unknown,t:m
.ue.d(),name:a.name,type:a.type,csm:J+
+(a.fromOnError?onerror:
ueLogError)},d,c,g=0,f=0,n;c=h.location;d
=a.stack (a.err?a.err.stack:);b[y]=e[y]
c&&c.href missing;b[p]=e[p]
z;(c=e[q])&&(b[q]=+c);m.ue_ld_err&&h.p
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performance&&h.performance.timing&&(c
=h.performance.timing,f=window.performa
nce&&window.performance.now&&windo
w.performance.timing?window.performanc
e.now()+window.performance.timing.navig
ationStart:+new
Date,b.lid=0l.mxe))){l.ec++;l.ter.push(a);e=e
{};var b=a[p] e[p];e[p]=b;e[q]=a[q]
e[q];b&&b!=z l.ecf++;w(a, e)}function
w(a,e){if(a){var b=x(a,e),d=e.channel
M;if(ue.log.isStub&&h[u]&&h[u][v]){var
c={};c[d]=b;try{var
g=h[u][v]({rid:ue.rid,sid:m.ue_sid,mid:m.u
e_mid,sn:m.ue_sn,reqs:[c]}),f=h1,n;if(n!=(
f[D]&&f[D](E,g))){var l;if(h[F]){var
k=new
h[F];k.onerror=s;k.ontimeout=s;k.onprogre
ss=s;k.onload=s;k.timeout=0;l=k}else{var
p;if(h[G]){var q=new
h[G];p=withCredentialsin q?q:void 0}else
p=void
0;l=p}n=1}if(d=n){d.open(POST,E,!0);if(d
[H])d[H](Content-type,text/plain);d.send(g
)}catch(r){}}else m.ue.log(b,
d,{nb:1});if(!a.fromOnError){g=h.console
{};d=g.error g.log s;c=h[u];f=Error
logged with the Track&Report JS errors
API(http://tiny/1covqr6l8/wamazindeClieU
serJava):
;if(c&&c[v])try{f+=c[v](b)}catch(t){f+=no
info provided; converting to string
failed}else f+=b.m;d.apply(g,[f,b])}}var
G=XMLHttpRequest,F=XDomainRequest,
N=navigator,D=sendBeacon,v=stringify,u=
JSON,p=logLevel,q=attribution,y=pageUR
L,r=skipTrace,H=setRequestHeader,k=mes
sage,s=function(){},E=//+m.ue_furl+
/1/batch/1/OE/,l=m.ue_err,M=m.ue_err_ch
an
jserr,z=FATAL,J=v6,A=20,t=256,L=RegE
xp( (?([^\s]*):(\d+): \d+ )?.split(
).join(String.fromCharCode(92))),K=/.*@(
.*):(//d*);x[r]=1;C[r]=1;w[r]=1;(function()
{for(var a,e=0;e (function(c,d){var
b=c.ue,a=d.navigator;b&&b.tag&&a&&(a
=a.connection a.mozConnection
a.webkitConnection)&&a.type&&b.tag(net
Info:+a.type)})(ue_csm,window);
(function(c,d){function g(a,b){for(var
c=unknown,d=0;d
ue_csm.ue.exec(function(d,e,a){function

```

```
b(a,b){return{name:a,getFeatureValue:function(){return void 0!==b 0}}function h(a,b,c){return{name:a,getFeatureValue:function(){return b===c 0}}function g(a,b){return{name:a,getFeatureValue:function(){for(var a=0;a ue._bf.modules.push(ue._bf.mpm(cc_ie5, 1) ) ue._bf.modules.push( ue._bf.mpm(cc_ie6, 1) ) ue._bf.modules.push( ue._bf.mpm(cc_ie7, 1) ) ue._bf.modules.push( ue._bf.mpm(cc_ie8, 1) ) ue._bf.modules.push( ue._bf.mpm(cc_ie9, 1) ) (function(g,b,h){function c(){var a;a=h.cookie.match(/session-id=([/w//-]+)/);a=null!==a?a[1]:null;var b=ue_sid,c=Date.now?Date.now():(new Date).getTime();d[a] (e.log({k:k,t:c,nsid:a,osid:b},f),d[a]=1)}var k=sbk,f=csm;b=b.navigator.cookieEnabled?!0:!1;var e=g.ue,d={};e.log({k:cinf,enbl:b},f);b&&ue_sid&&(d[ue_sid]=1,e.attach(beforeunload,c),setInterval(c,1E3))}(ue_csm>window, document); ue_csm.ue.exec(function(e,f){var a=e.ue {},b=a._wlo,d;if(a.ssw){d=a.ssw(CSM_previousURL).val;var c=f.location,b=b?b:c&&c.href?c.href.split(#)[0]:void 0;c=(b)===a.ssw(CSM_previousURL).val;!c&&b&&a.ssw(CSM_previousURL,b);d=c?reload:d?intrapage-transition:first-view}else d=unknown;a._nt=d},NavTypeModule)(ue_csm>window); var ue_mbl=ue_csm.ue.exec(function(e,a){function k(f){b=f {};a.AMZNPerformance=b;b.transition=b.transition {};b.timing=b.timing {};}if((f=a.webclient&&function===typeof webclient.getRealClickTime?a.cordova&&a.cordova.platformId&&ios===cordova.platformId?!1:!0:!1)&&b.tags instanceof Array){var c=-1!=b.tags.indexOf(usesAppStartTime) b.transition.type?!b.transition.type&&-1
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