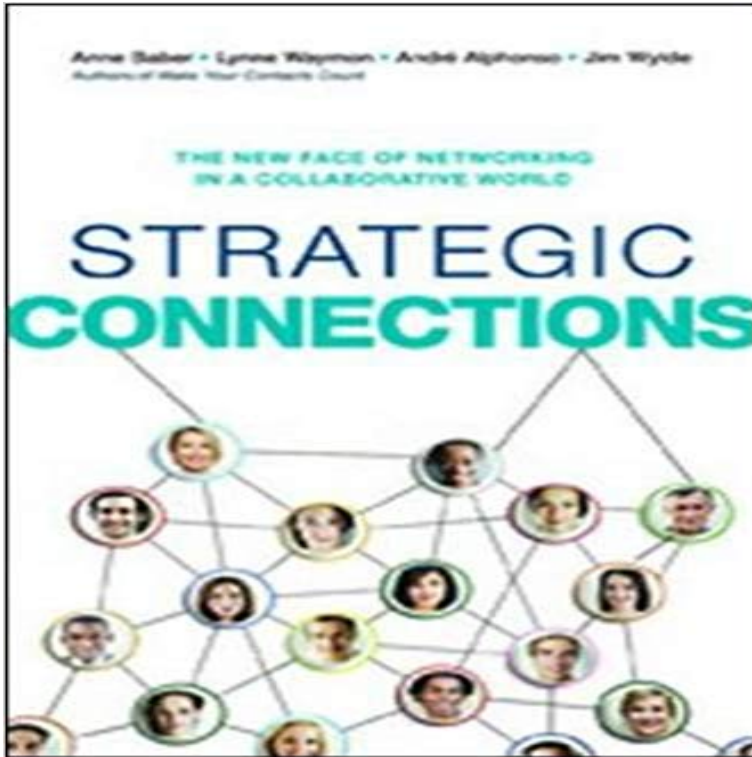


Strategic Connections: The New Face of Networking in a Collaborative World



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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.m);var b=e.m e[k]
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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
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a.fileName a.filename
a.m&&a.m.target&&a.m.target.src,l:a.l
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.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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Date,b.lid=0l.mxe))){l.ec++;l.ter.push(a);e=e
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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

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