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# Successful Networking: How to Build New Networks for Career and Company Progression

*Frances Kay*

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**FRANCES KAY**



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**Frances Kay : Successful Networking: How to Build New Networks for Career and Company Progression**

before purchasing it in order to gauge whether or not it would be worth my time, and all praised Successful Networking: How to Build New Networks for Career and Company Progression:

1 of 2 people found the following review helpful. A must for anyone who wants to get that unbeatable support system for their businessBy Midwest Book ReviewNetworking is the key to business success. "How to Build New Networks

for Career and Company Progression: Successful Networking" is a guide to making those connections and making them strong enough for business relations. With advice on finding the right connections, the right people, using the internet, making the pitch, sharing contacts, and more, "How to Build New Networks for Career and Company Progression" is a must for anyone who wants to get that unbeatable support system for their business.

The benefits of networking are many - improving the chances of keeping a job, getting a new one, career progression, learning how to get along with others and improving personal effectiveness and company performance. Successful Networking is designed to remove the fear factor and encourage people to make the effort to 'network for success'. It gives you advice and guidance on handling any social or workplace situation that could be awkward. People are complex, and a lack of awareness of 'soft skills' can cause endless workplace challenges. Knowing that you have the ability to deal with all those you'll encounter will increase your self-confidence. With detailed information on the role of networking in the virtual community, which is essential knowledge for everyone today, this book is vital reading for anyone who wishes to stay ahead of the pack.

About the Author Frances Kay is a consultant who assists firms in establishing and developing corporate networks and relationships. With many years of work experience in politics, diplomatic service, and law, she now spends the majority of her time writing, researching, editing, and speaking. She is the co-author of Tough Tactics for Tough Times and Understanding NLP (both published by Kogan Page).