



Successful Networking in 7 simple steps

Clare Dignall

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7 simple steps to help you get what you want from networking

Networking: get it right, and it provides an opportunity for learning and expanding your business contacts. But there are so many ways to get it wrong. Maybe you've learnt this the hard way, or maybe you don't know where to start. Whether you're setting out into the world of business for the first time, planning a return visit or want to be the best in the job you're in, this is the book for you.

Follow these 7 simple steps to pick your way through the minefield that is networking. We'll take you from creating new opportunities to maintaining valuable relationships, and show you how to survive any difficult moments along the way.

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