

James

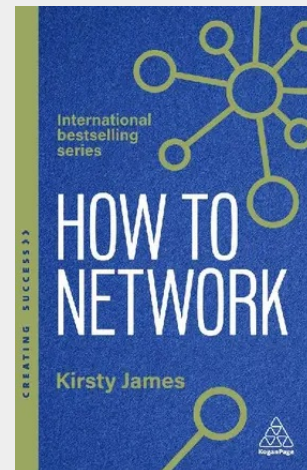
How to Network

A Guide to Professional Relationship Building and Connecting with Purpose

Networking can feel intimidating, but building the right professional relationships can have a powerful impact on your career and personal growth.

How to Network is your practical guide to developing one of the most valuable workplace skills. From preparing for networking events and using AI tools to start conversations, to listening actively, building rapport and following up effectively, you'll learn how to create meaningful connections that last. Written by networking expert and consultant **Kirsty James**, this accessible guide shows you how to build trust, strengthen your professional network and create opportunities through referrals, partnerships and career development. With **How to Network**, you'll feel more confident starting conversations, growing your network and building relationships that support your long-term success.

Networking can feel like an intimidating task, but when done well, it's one that offers a multitude of rewards, from enhanced professional relationships to increased personal development. *How to Network* breaks this key workplace skill down into the before, during and after stages, showing you how to prepare in advance of a session (including using AI tools), how to listen actively during, and how to follow up and solidify relationships in the days that follow, and much more. This book, from networking expert and consultant Kirsty James, explains in clear, practical terms how readers can build meaningful and trustworthy connections, leading to referrals, a strong opportunity pipeline, and even emotional and wellbeing support. In today's world of work, *How to Network* is an essential guide.



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