

<<高效人际网络的秘诀 One Pho>>

图书基本信息

书名：<<高效人际网络的秘诀 One Phone Call Away>>

13位ISBN编号：9781591840909

10位ISBN编号：1591840902

出版时间：2005-12

出版时间：Portfolio Hardcover (2005年11月1日)

作者：Jeffrey W. Meshel

页数：204

版权说明：本站所提供下载的PDF图书仅提供预览和简介，请支持正版图书。

更多资源请访问：<http://www.tushu007.com>

## <<高效人际网络的秘诀 One Pho>>

### 内容概要

Networking is much more than meeting someone and getting a business card to add to your collection. It's also much more than simply "working a room" and handing out a stack of your own cards. Instead, according to networker extraordinaire Jeffrey Meshel, networking is a vitally important skill that most people don't take seriously enough. Most of us are bad at it, at a terrible cost to our careers. And it isn't even taught at colleges or business schools. Meshel, who has nearly five thousand names in his Rolodex, is known as the guy who knows everyone. He has spent many years honing his networking skills, along with his ability to inspire trust, make connections, and keep huge webs of networks running smoothly. He believes that your next big sale, big deal, or big success is just one phone call away. You too can become an excellent networker if you are open-minded and sincere, if you always take the high road and do what's right, and if you're willing to learn a few relatively simple techniques.

## <<高效人际网络的秘诀 One Pho>>

### 作者简介

EFFREY MESHEL, iscofounder and president of Mercury Capital, Mercury Properties, and MercuryEquity Group. He is also the founder of a high-level networking group called The Strategic Forum, where senior executives link up to create incredible opportuniti

<<高效人际网络的秘诀 One Pho>>

书籍目录

Acknowledgments Introduction Part One IHE BASICS 1 Twenty-one and Green What I Learned from My Past 2 Networking Fundamentals 3 Ask Not "What's in It for Me" 4 Perception of Self How Others See You 5 Dealing with Shyness How to Overcome It 6 Basic Sales Tactics Turn No into Maybe, Maybe into Yes 7 The Art of the Sale 8 The Database It's What You Know About Who You Know Part Two ADVANCED NETWORKING 9 Use Networking to Create an Effective Network Group 10 The Dynamics of Running a Network 11 Networking Groups in Action 12 Networking Intelligence Managing Your Business 13 Raising the Bar The Network Advantage 14 How Other Experts Network Three Points of View 15 The Rewards of Networking Appendix Join Parad gm V, the Ultimate Networking Experience Index

版权说明

本站所提供下载的PDF图书仅提供预览和简介, 请支持正版图书。

更多资源请访问:<http://www.tushu007.com>