

Smart Talk

THE
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SAVVY
BUSINESS
CONVERSATION

Roberta Roesch

Smart Talk The Art Of Savvy Business Conversation

Julia Schneider



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and students reflect on their own careers *Savvy Woman* ,1989 **Make Your Contacts Count** Anne Baber,Lynne Waymon,2007-03-09 This book is a practical step by step guide for creating cultivating and capitalizing on networking relationships and opportunities Updated from its first edition Make Your Contacts Count now includes expanded advice on building social capital at work and in job hunting as well as new case studies examples checklists and questionnaires You will discover how to draft a networking plan cultivate current contacts make the most of memberships effectively exchange business cards avoid the top ten networking turn offs share anecdotes that convey character and competence transform your career with a networking makeover Job seekers career changers entrepreneurs and others will find all the networking help they need to supercharge their careers and boost their bottom lines Packed with valuable tools Make Your Contacts Count offers a field tested Hello to Goodbye system that takes you from entering a room to making conversations flow to following up

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