



National Business Employment Weekly: Networking

Douglas B. Richardson

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National Business Employment Weekly: Networking Douglas B. Richardson

A user-friendly book offering a proven system for developing and using personal and business contacts in a strategic, systematic and structured manner as a crucial part of any job search or career change. Describes how to refine your focus; get more names to expand your network; understand the difference between technical skills, transferable abilities and personal qualities; bypass secretaries and much more. Packed with examples and case histories.

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