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Titolo	The 11 laws of likability [[electronic resource] ] : relationship networking- because people do business with people they like // Michelle Tillis Lederman
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ISBN	1-283-31952-7 9786613319524 0-8144-1638-1
Edizione	[1st edition]
Descrizione fisica	1 online resource (241 p.)
Disciplina	650.1/3
Soggetti	Business networks - Psychological aspects Social networks - Psychological aspects Interpersonal relations Electronic books.
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Description based upon print version of record.
Nota di bibliografia	Includes bibliographical references and index.
Nota di contenuto	pt. A. Before the conversation : get real -- pt. B. The conversation : always have it -- pt. C. After the conversation : build relationships.
Sommario/riassunto	When you're networking, you need them to like you...really like you.