

1. Record Nr.	UNINA9910787272303321
Autore	Baber Anne <1938->
Titolo	Strategic connections : the new face of networking in a collaborative world // Anne Baber, Lynne Waymon, Andre Alphonso, and Jim Wylde
Pubbl/distr/stampa	New York : , : American Management Association, , [2015] ©2015
ISBN	0-8144-3497-5
Edizione	[1st edition]
Descrizione fisica	1 online resource (270 p.)
Disciplina	650.1/3
Soggetti	Business communication Interpersonal communication Business networks
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	Cover; Title; Copyright; Contents; Preface: The Compelling Case for Face to Face; The Way to Collaboration; Make an Impact; Introduction: The Eight Must-Have Skills for Strategic Connections; What's the Back Story?; Why Put Face to Face Out Front?; What Are the Benefits?; How to Use This Book; 1 Commit to a New Networker Identity; Strategic Connections: Explore Opportunities; Analyze Your Attitudes; The Nine Biggest Misconceptions About Networking; The Definition of Networking; Become a Strategic Networker; Activate Your Networker Identity; Manage Your Mindset; 2 Take a Strategic Approach Strategic Connections: Raise Rainmakers Networking in the Collaborative Culture; Put Some Purpose in Your Small Talk; Connect at Choice Points; Connect in Groups; Make the Most of Your Memberships; Choose Your Goal; 3 Envision Your Ideal Network; Strategic Connections: Link Up HR Leaders; The Four Nets; Developing Your Nets; Your KeyNets; 4 Develop Trusting Relationships; Strategic Connections: Reach Out in the Community; Teach People to Trust You; Move Through the Six Stages of Trust; Renew Dormant Ties; Analyze Your Contacts; Next Steps: Consider the Risk and Value; Frequently Asked Questions 5 Increase Your Social Acumen Strategic Connections: Make Memberships Worthwhile; What Is Social Acumen?; The Name Exchange; Join Groups Comfortably; 11 Tips for Avoiding Awkward Moments; End

with the Future in Mind; The Likeability Link; 6 Deepen Interactions; Strategic Connections: Support Women's Leadership; Why People Don't Talk; Talk: Get into Dialogues That Build and Sustain Relationships; Question: Ask Questions That Make People Stop and Think; Listen: Pay Attention to the Three Things That Are Important; Give: Offer Resources and Ideas That Signal You Want to Connect and Collaborate Reconnect: Follow Through and Stay in Touch in Ways That Build Trust 7 Communicate Expertise; Strategic Connections: Tell the Story; Answering "What Do You Do?"; Frequently Asked Questions; Why Storytelling Works; Frequently Asked Questions; 8 Create New Value; Strategic Connections: Respond to Marketplace Changes; Clarifying Collaboration; Acting on the Three Principles; Build Trust Online; Mentor and Model; 9 How to Develop and Support Your Network-Oriented Workplace; And the Word Is; The Need for a Network-Oriented Workplace; What's Your Organization's Networker Identity? Create Connections Spark Conversation; Foster Collaboration; Suggested Reading; Index; A; B; C; D; E; F; G; H; I; J; K; L; M; N; O; P; Q; R; S; T; U; V; W; Y; Z; About the Authors; Free Sample Chapter from Stiletto Network by Pamela Ryckman

Sommario/riassunto

As companies become increasingly collaborative, networking has become an essential professional skill. Strategic Connections provides practical advice for building better, more productive business relationships, showing readers how to commit to a positive, proactive networking mindset; align networking activities with objectives; leverage their contacts by organizing them into strategic groups; earn trust; boost their social acumen and increase their likeability; master conversational skills and deepen interactions; employ storytelling to make communications memorable; and more. Thanks to tech
