

<<高效人际网络的秘诀 One Pho>>

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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.

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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

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