



Little Black Book of Connections 6.5 Assets for Networking Your Way to Rich Relationships

By Jeffrey Gitomer

Bard Press. Hardcover. Book Condition: New. Hardcover. 220 pages. Dimensions: 7.6in. x 5.0in. x 0.7in.People in all kinds of jobs, in big and small companies career builders, sales people, and aspiring executives will love this edgy, practical, and fun book In the spirit, style, and format of the bestselling Little Red Book of Selling, the countrys 1 sales trainer, Jeffrey Gitomer, offers a fresh take on networking and connecting your way to success. The Little Black Book of Connections is based on the power of give value first. Its about how you can climb the ladder without stepping on peoples backs. Its about how to earn the respect of a powerful mentor without begging. Its about how to build stronger relationships with customers, bosses, co-workers, vendors, friends, and family. Its about being in the same room with powerful people. Its about how to connect and how to not connect. Its about how to say the right things to the right people in the right circumstances to make the right impression. The book is small. The cover is classic black cloth. The four-color text graphics makes it attractive and easy to read the compelling content is easy to understand and implement....



Reviews

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-- Pascale Weissnat

An exceptional ebook and also the typeface applied was intriguing to read through. I have got read and i also am sure that i am going to likely to go through yet again once more in the foreseeable future. I discovered this pdf from my dad and i advised this ebook to find out.

-- Dr. Raven Ledner

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