



NETWORKING

Burg, Bob

***Endless Referrals: Network Your
Everyday Contacts Into Sales***

658.85 BUR

Boothman, Nicholas

***How to Connect in Business in
90 Seconds or Less***

CD 650.13 BOO

Daoust, Bette

***Networking: 150 Ways to
Promote Yourself***

650.13 DAO

Darling, Diane

***The Networking Survival Guide:
Get the Success You Want by
Tapping Into the People You
Know***

650.13 DAR

Ferrazzi, Keith

***Never Eat Alone: And Other
Secrets to Success, One
Relationship at a Time***

658.409 FER (also available on CD)

Giovagnoli, Melissa

***Make Your Connections Count!:
The Six-Step System to Build
Your MegaNetwork***

650.13 GIO

Mackay, Harvey

Dig Your Well Before You're Thirsty: The Only Networking Book You'll Ever Need

650.13 MAC

Mandell, Terri

Power Schmoozing: The New Etiquette for Social and Business Success

650.13 MAN (Melville building)

Nierenberg, Andrea R.

Million Dollar Networking: The Sure Way to Find, Grow, and Keep Your Business

650.13 NIE

Nierenberg, Andrea

Nonstop Networking: How to Improve Your Life, Luck and Career

650.13 NIE

Salmon, Michael

SuperNetworking: Reach the Right People, Build Your Career Network, and Land Your Dream Job--now!

650.13 SAL

Compiled by Eileen Effrat
Reference Department
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“Big companies are small companies that succeeded” - Robert Townsend