



Strategic Connections: The New Face of Networking in a Collaborative World

Anne Baber, Lynne Waymon, André Alphonso, Jim Wylde

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Today's organizations are collaborative. With old command-and-control methods replaced by openness and transparency, networking has become an essential professional skill—expected of everyone, at every level.

Unveiling eight indispensable competencies for the new Network-Oriented Workforce, *Strategic Connections* provides practical advice for building better, more productive business relationships. Readers will discover how to:

Commit to a positive, proactive networking mindset • Align networking activities with individual and organizational objectives • Leverage their contacts by organizing them into strategic groups • Earn trust—a prerequisite for collaboration • Boost their social acumen and increase their likeability • Master conversational skills and deepen interactions • Employ storytelling to make communications memorable • Use networking to deliver value to the company

Thanks to technology, new contacts are only a click away. But the level of connection and collaboration required for real success demands advanced face-to-face relationship-building skills. This book gives you the tools you need to meet goals, execute strategies, foster innovation, and make yourself invaluable to your organization.

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