

## Make your contacts count: networking know-how for business and career success

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Deskripsi Lengkap: <https://lib.ui.ac.id/detail?id=20441378&lokasi=lokal>

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### Abstrak

Make Your Contacts Count is a practical, step-by-step guide for creating, cultivating, and capitalizing on networking relationships and opportunities. Packed with valuable tools, the book offers a field-tested "Hello to Goodbye" system that takes readers from entering a room, to making conversations flow, to following up.