

## References & Recommended Reading List

Baber, Anne (2007) *Make Your Contacts Count: Networking Know-How for Business and Career Success*

Coburn, Derek (2014) *Networking Is Not Working: Stop Collecting Business Cards and Start Making Meaningful Connections*

Fishbein, Mark (2014) *Business Networking: How to Build an Awesome Professional Network: Strategies and tactics to meet and build relationships with successful people*

Sobel, Andrew (2014) *Power Relationships: 26 Irrefutable Laws for Building Extraordinary Relationships*

Zach, Devora (2010) *Networking for People Who Hate Networking: A Field Guide for Introverts, the Overwhelmed, and the Under connected*