

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
- Jue, Arthur, Jackie Alcalde Marr and Mary Ellen Kassotakis (2009) Social Media at Work: How Networking Tools Propel Organizational Performance
- 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