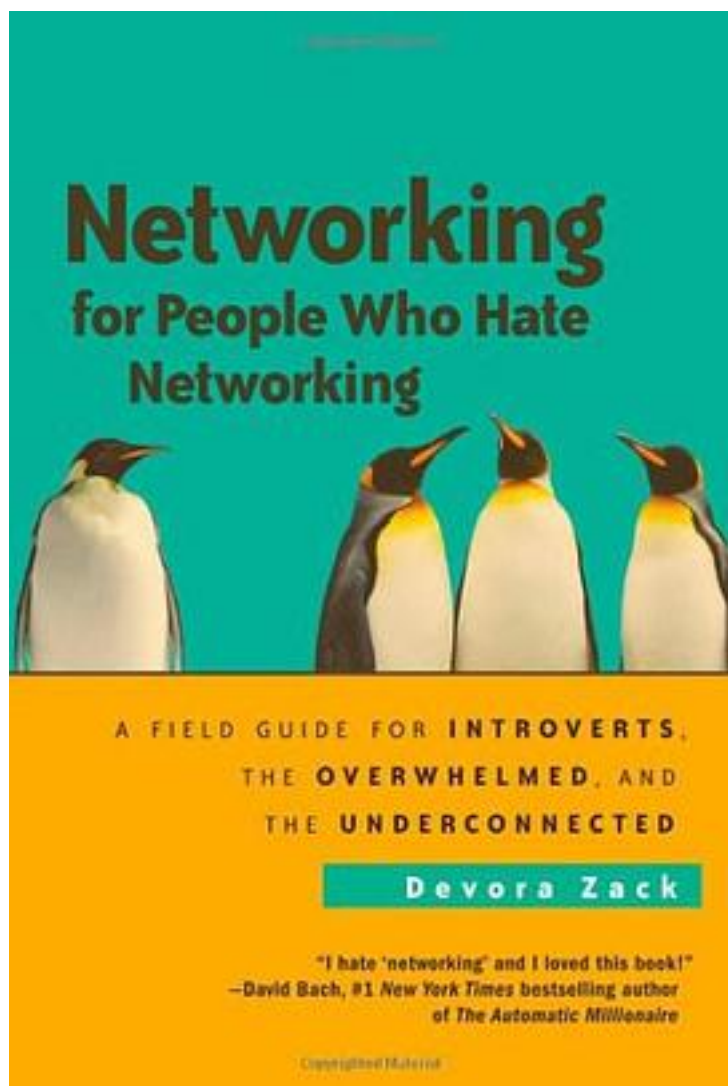


# Networking for People Who Hate Networking



[Networking for People Who Hate Networking\\_ 下载链接1](#)

著者:Devora Zack

出版者:Berrett-Koehler Publishers

出版时间:2010-7-30

装帧:Paperback

isbn:9781605095226

## Product Description

Devora Zack, an avowed introvert and a successful consultant who speaks to thousands of people every year, found that most networking advice books assume that to succeed you have to become an extrovert. Or at least learn how to fake it. Not at all. There is another way.

This book shatters stereotypes about people who dislike networking. They're not shy or misanthropic. Rather, they tend to be reflective—they think before they talk. They focus intensely on a few things rather than broadly on a lot of things. And they need time alone to recharge. Because they've been told networking is all about small talk, big numbers and constant contact, they assume it's not for them.

But it is! Zack politely examines and then smashes to tiny fragments the “dusty old rules” of standard networking advice. She shows how the very traits that ordinarily make people networking-averse can be harnessed to forge an approach that is just as effective as more traditional approaches, if not better. And she applies it to all kinds of situations, not just formal networking events. After all, as she says, life is just one big networking opportunity—a notion readers can now embrace.

## 作者介绍:

### About the Author

Devora Zack consults to dozens of diverse organizations in private industry, federal agencies, and the public sector. Sample clients include: America Online, U.S. Office of Personnel Management, International Monetary Fund, DC United, Enterprise Rent-a-Car, Governor's Office (MD), Internal Revenue Service, ICF Consulting, Department of Homeland Security, Low Income Housing Fund, National Association of Personal Financial Advisors, numerous Federations, Historically Black Colleges and Universities, and the U.S. Department of Education.

## 目录:

[Networking for People Who Hate Networking\\_ 下载链接1](#)

## 标签

心理

内向

职场

社交

沟通

英语

非虚构类

自我管理

## 评论

从没想过有一天我也会看这种书 不过客观来讲书还是挺不错的 有很实用的小技巧 也帮忙辨明了一些误区 a sure way to fail is to pretend to be someone you are not

-----  
书中的introvert太极端了。看了九章，基本都是在讲如何接受自己是个introvert，然后如何在自己能接受的范围内做一些extrovert爱做的事。

-----  
作为总是逃避networking的strong introvert，觉得此书十分诚恳有用

-----  
公司的open sasame账号到期前两天匆匆读过此书 需要买个汉化版再认真研读一下

-----  
看的第一本内向心理学。作者是工作多年的资深心理咨询师，在这本书里为内向者正名，指出无论introvert/centrovert/extrovert在有效社交中都不必强迫自己改变性格，而应该找到各自最舒服的位置，同时发掘出个人最大潜能；且在这样的前提下，三者共存的社交模式才是最成功的。每章都附有实战建议，涵括了面试和同事聚会等很多社交场景，有些还是很实用的。以及很喜欢作者的用词，欢脱又轻快，对内向者非常友好了～

-----  
更适合职场吧，日后再读。

-----  
内向指导，没啥用因为我太懒了，但是很有道理

-----  
[Networking for People Who Hate Networking\\_下载链接1](#)

## 书评

HK机场看到中译版，随便翻翻，发现很受用。  
买回来一睹为快，希望从口不能言的现状中被解救。  
我享受独处（不管是生活还是工作）； 看见陌生人3次以上才有对话的意愿；  
会议上宁缺勿滥的沉默； 面对挑衅反应迟缓； 一切的一切不主动。。。  
原来内向人也能根据自己的步调进行社...

-----  
[Networking for People Who Hate Networking\\_下载链接1](#)