

## How to build successful business relationships

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### Abstrak

People mean business and most professionals know how important it is to get on well with others. Sometimes it's difficult to find the time or opportunity to develop soft skills, particularly when there is pressure to get jobs done. For those who don't realise it, the value of networking or relationship building should not be underestimated. This is particularly so when the economic climate is harsh and work is harder to come by. Getting on, moving up ? however you define success ? is often made easier with a little bit of help from your friends.

Whether you work in a large or small organisation, have just landed your first job or have years of experience behind you, developing strong professional relationships will help you personally to progress and your company to flourish. Everyone can acquire the skill of networking and building rapport with others but it does require practice and a degree of curiosity.

This book aims to inspire experienced networkers, who have many good contacts, to try new approaches or refresh their methods. If you are newly qualified and starting out on your career it will help you make the most of the many opportunities to build good relationships as you meet people in the course of your work. What have you got to lose? Give it a try ? you may enjoy the experience.