

Networking Smart How To Build Relationships For Personal And Organizational Success

Pull - Pamela Walker LAIRD 2009-06-30

Redefining the way we view business success, Pamela Laird demolishes the popular American self-made story as she exposes the social dynamics that navigate some people toward opportunity and steer others away. Who gets invited into the networks of business opportunity? What does an unacceptable candidate lack? The answer is social capital--all those social assets that attract respect, generate confidence, evoke affection, and invite loyalty. In retelling success stories from Benjamin Franklin to Andrew Carnegie to Bill Gates, Laird goes beyond personality, upbringing, and social skills to reveal the critical common key--access to circles that control and distribute opportunity and information. She explains how civil rights activism and feminism in the 1960s and 1970s helped demonstrate that personnel practices violated principles of equal opportunity. She evaluates what social privilege actually contributes to business success, and analyzes the balance between individual characteristics--effort, innovation, talent--and social factors such as race, gender, class, and connections. In contrasting how Americans have prospered--or not--with how we have talked about prospering, Laird offers rich insights into how business really operates and where its workings fit within American culture. From new perspectives on entrepreneurial achievement to the role of affirmative action and the operation of modern corporate personnel systems, Pull shows that business is a profoundly social process, and that no one can succeed alone.

Networks and National Security - Chad Whelan 2012

This analysis presents a highly innovative, qualitative study of networks in the field of national security. Developing our understanding of 'organisational networks' in organisational theory, management and public administration, and 'security net-works' in criminology and international relations, he presents a multi-disciplinary analysis of network forms of organisation. Whelan puts forward a methodological framework involving five levels of analysis-structural, cultural, policy, technological and relational-with which we can better analyse and understand the dynamics and effectiveness of ne.

Networking Smart - Wayne E. Baker 2000

The ability to build business and personal networks can make or break a career, or a company. This business bestseller teaches entrepreneurs, change agents, and corporate executives to boost their effectiveness, influence, and happiness by building powerful networks. Named "one of the top 30 business books of 1994" by Executive Book Summaries, and a main selection of the Business Week and Newbridge Book Clubs.

Achieving Success Through Social Capital - Wayne E. Baker 2000-08

A hands-on guide to leveraging every business person's greatest asset: their network of personal and professional contacts to achieve individual and organizational success. The Internet has led to an enormous exchange of contacts but these are often weak and impersonal. Social capital, by contrast, is built on enduring relationships that give their participants new value and knowledge. This book aims to show managers and executives how to evaluate the quality of their show capital, and not just the quantity of their contacts.

The Rotarian - 1994-02

Established in 1911, The Rotarian is the official magazine of Rotary International and is circulated worldwide. Each issue contains feature articles, columns, and departments about, or of interest to, Rotarians. Seventeen Nobel Prize winners and 19 Pulitzer Prize winners - from Mahatma Ghandi to Kurt Vonnegut Jr. - have written for the magazine.

Encyclopedia of Social Networks - George A. Barnett 2011-09-07

This handbook systematically introduces readers to the key concepts, substantive topics, central methods and prime debates.

Psychological determinants of entrepreneurial intentions and behaviors - Bostjan Antoncic 2023-06-07

Seeking Challenge in the Career - S. Gayle Baugh 2018-06-01

The Research in Careers series is designed in five volumes to provide scholars a unique forum to examine careers issues in today's changing, global workplace. What makes this series unique is that the volumes are connected by the use of Mainiero and Sullivan's (2006) Kaleidoscope

Career Model (KCM) as the organizing framework and the theme underlying the volumes. In Volume 4 of the Research in Careers series, the authors explore the influence of challenge on career development and career outcomes. The contributors investigate career challenge in different national contexts (e.g., India) and in different career fields (e.g., entrepreneurship, nursing) and for different groups (nurses, Millennials). The outcomes studied include career satisfaction, leadership skills, and occupational expertise. Finally, negative effects of challenge are suggested.

Handbook of Research on Open Source Software: Technological, Economic, and Social Perspectives - St.Amant, Kirk 2007-04-30

This handbook of research is one of the few texts to combine Open Source Software (OSS) in public and private sector activities into a single reference source. It examines how the use of OSS affects practices in society, business, government, education, and law.

Boundaryless HR - Karen V. Beaman 2002

The Handbook of Communication Engagement - Kim A. Johnston 2018-07-31

A comprehensive volume that offers the most current thinking on the practice and theory of engagement With contributions from an international panel of leaders representing diverse academic and professional fields The Handbook of Communication Engagement brings together in one volume writings on both the theory and practice of engagement in today's organizations and societies. The expert contributors explore the philosophical, theoretical, and applied concepts of communication engagement as it pertains to building interaction and connections in a globalized, networked society. The Handbook of Communication Engagement is comprehensive in scope with case studies of engagement from various disciplines including public relations, marketing, advertising, employee relations, education, public diplomacy, and politics. The authors advance the current thinking in engagement theory, strategy, and practice and provide a review of foundational and emerging research in engagement topics. The Handbook of Communication Engagement is an important text that: Provides an overview of the foundations and philosophies of engagement Identifies the contexts of engagement relating to specific areas across government and corporations, including CSR, consumer, activism, diplomacy, digital, and social impact Includes examples of contemporary engagement practice Presents applications of engagement and technology Offers insights on the future directions of engagement The Handbook of Communication Engagement offers an essential reference for advanced undergraduate, graduate students, practitioners and scholars from communication, media, advertising, public relations, public policy, and public diplomacy areas. The volume contains a compendium of the writings on the most recent advances on the theory and practice of engagement. Winner of the 2018 PRIDE Award for Innovation, Development, and Educational Achievement from the Public Relations Division of the National Communication Association.

The Connectors - Maribeth Kuzmeski 2009-09-08

Learn the relationship-building secrets that lead to lifelong clients, repeat customers, and endless referrals In today's commoditized marketplace, no matter what product or service you sell, there's probably someone somewhere able to offer it cheaper, faster, and maybe even better. So how do you differentiate yourself from your competitors? The Connectors shows that the only thing that truly sets you apart is the quality of your relationships with your clients and customers. Everyone knows that relationships are important in business. Yet most people would admit that their relationships could be better—but don't spend time working on the underlying skills. This book explains how to develop better, more profitable connections—as illustrated proven by some of the world's most successful professionals. Even if you're not a "people person," you can dramatically grow your business or your career through a few simple approaches to relationship-building. The Connectors presents a five-step methodology that lead to lifelong clients, repeat customers, and endless referrals. Inside, you'll learn how to: Stop networking and start truly connecting Create an avalanche of referrals

and an army of happy customers Become a "connector," even if you've never been a "people person" Find your social IQ—and improve it Put relationship-building principles to work daily Focus on others and reap the rewards yourself Ask the right questions—and sell without selling Differentiate yourself through the impact you have on others In *The Connectors*, Maribeth Kuzmeski, founder of Red Zone Marketing, LLC, and consultant to Fortune 500 firms, shows you how to build profitable, long-lasting business relationships.

Creating Value with Knowledge - Eric L. Lesser 2004

This text examines a variety of important knowledge-related topics, such as the use of informal networks, communities of practice, the impact of knowledge on successful alliances, and social capital and trust.

Networks in the Knowledge Economy - Rob Cross 2003-08-14

In today's de-layered, knowledge-intensive organizations, most work of importance is heavily reliant on informal networks of employees within organizations. However, most organizations do not know how to effectively analyze this informal structure in ways that can have a positive impact on organizational performance. *Networks in the Knowledge Economy* is a collection of readings on the application of social network analysis to managerial concerns. Social network analysis (SNA), a set of analytic tools that can be used to map networks of relationships, allows one to conduct very powerful assessments of information sharing within a network with relatively little effort. This approach makes the invisible web of relationships between people visible, helping managers make informed decisions for improving both their own and their group's performance. *Networks in the Knowledge Economy* is specifically concerned with networks inside of organizations and addresses three critical areas in the study of social networks: Social Networks as Important Individual and Organizational Assets, Social Network Implications for Knowledge Creation and Sharing, and Managerial Implications of Social Networks in Organizations. Professionals and students alike will find this book especially valuable, as it provides readings on the application of social network analysis that reflect managerial concerns.

Moral Leadership - Deborah L. Rhode 2015-06-10

Moral Leadership brings together in one comprehensive volume essays from leading scholars in law, leadership, psychology, political science, and ethics to provide practical, theoretical policy guidance. The authors explore key questions about moral leadership such as: How do leaders form, sustain, and transmit moral commitments? Under what conditions are those processes most effective? What is the impact of ethics officers, codes, training programs, and similar initiatives? How do standards and practices vary across context and culture? What can we do at the individual, organizational, and societal level to foster moral leadership? Throughout the book, the contributors identify what people know, and only think they know, about the role of ethics in key decision-making positions. The essays focus on issues such as the definition and importance of moral leadership and the factors that influence its exercise, along with practical strategies for promoting ethical behavior. *Moral Leadership* addresses the dynamics of moral leadership, with particular emphasis on major obstacles that stand in its way: impaired judgment, self-interest, and power. Finally, the book explores moral leadership in a variety of contexts?business and the professions, nonprofit organizations, and the international arena.

Organizations, Communication, and Health - Tyler R. Harrison 2015-10-23

Organizations, Communication, and Health focuses on theories and constructs of organizational communication and their relationship to health. The goal of the volume is to offer a current picture of organizational and organizing processes and practices related to health. Research in the area of health communication has expanded in recent years, and this research has advanced understandings of campaigns, patient/provider interactions, and social support. However, a gap in the area of health, organizations, and organizing processes emerged, a niche this volume fills. It does so by having chapters identify an organizational theory or organizing process and how aspects of that theory relate to health. Chapters discuss how to marry theory to practice and the other factors (e.g., organizational structure, role, occupation, industry, or environment) that need to be considered in the process of utilizing the theory in organizations. This volume, aimed at advanced undergraduate and graduate students studying health communication, as well as health professionals, provides useful theory and practice related the organizations and health, and issues a call for further theorizing on the practice of health communication in organizations.

Being the Boss - Linda A. Hill 2011-01-11

You never dreamed being the boss would be so hard. You're caught in a web of conflicting expectations from subordinates, your supervisor, peers, and customers. You're not alone. As Linda Hill and Kent Lineback reveal in *Being the Boss*, becoming an effective manager is a painful, difficult journey. It's trial and error, endless effort, and slowly acquired personal insight. Many managers never complete the journey. At best, they just learn to get by. At worst, they become terrible bosses. This new book explains how to avoid that fate, by mastering three imperatives: · Manage yourself: Learn that management isn't about getting things done yourself. It's about accomplishing things through others. · Manage a network: Understand how power and influence work in your organization and build a network of mutually beneficial relationships to navigate your company's complex political environment. · Manage a team: Forge a high-performing "we" out of all the "I"s who report to you. Packed with compelling stories and practical guidance, *Being the Boss* is an indispensable guide for not only first-time managers but all managers seeking to master the most daunting challenges of leadership.

Corporate Social Capital and Liability - Roger Th.A.J. Leenders 2013-03-09

In studies of inter-organizational relations (IOR's), there is a tendency to look at dyads of firms, and to consider networks as aggregates of such dyads. But there are several roles for a third party; a go-between. This chapter looks at a go-between not in the sense of a middleman who intermediates in existing production or trade, such as an agent, wholesaler, retailer, and not in the sense of an entrepreneur who intermediates in the realization of new potential in connecting supply and demand. It looks at a go between in the sense of a relationship counsellor for the development and maintenance of social capital; providing support in setting up, adapting and ending cooperative relations between others. Or, in yet different terms: to help in the embedding of relations, in Granovetter's (1985) sense (Uzzi 1997a). Such roles may be performed by middlemen or entrepreneurs, but also by specialized agents who do not play a direct role in linking stages in a chain of production and distribution, as middlemen and entrepreneurs typically do. Indeed, some of the roles require an independence that is served by not having a direct stake in the relations that need to be developed. I propose that the analysis yields a perspective for looking at the roles of trade and industry associations in European business systems, and of banks and trading houses in Japanese enterprise groups (Kigyo Shudan).

Pointers to Success - Dr. John Sandy 2010-03-05

Dr. John Sandy is originally from Sierra Leone, West Africa. Now a United States Citizen, Dr. Sandy holds a Doctor of Education (Ed.D) in Organizational Leadership from Nova Southeastern University, Florida; a Master of Social Work (MSW) from the University of Maryland, Baltimore; and a Bachelor of Arts (BA) from the University of Maryland, College Park. John has been child welfare professional for more than 14 years. He is currently Southeast Regional Technical Assistant with the State Wide Adoption and Permanency Network (SWAN) of Pennsylvania. He is Board Chairman, Sierra Leone Arc of Hope (www.sierraleonearcsofhope.com), a 501-C-3 non-profit and non-political organization, and Zoning Hearing Judge in Aldan Borough, Delaware County, Pennsylvania, and a Rotarian with the Springfield Rotary club in Pennsylvania. Dr. Sandy is former Executive and Program Director for PSI Family Services, and Lead Social Worker, State of Maryland, Baltimore City Department of Social Services (BCDSS). Dr. Sandy also worked with State Senator Decatur W. Trotter in Maryland, where he received a Maryland Legislative proclamation for Outstanding Contribution as a student Intern in 1995. Dr. Sandy is married to Elizabeth Sandy, a nurse, and they have two children: Johnny, an Iraqi veteran, and Johnette, a student at Indiana University of Pennsylvania (IUP).

Fifth Generation Management - Charles M. Savage 1996

This revised edition of *Fifth Generation Management* helps executives out of the rigid mindsets of the Industrial Era into the vibrant and invigorating possibilities of co-creation in the Knowledge Era. Divided into two parts, the first completely rewritten section narrates 'Five Days that Changed the Enterprise', a case study of senior executives who are forced out of their cozy little empires into a new network organization of their own design. The second part discusses the process of co-creating through virtual enterprising, dynamic teaming, and knowledge networking. Included is essential new information on fractal enterprises, holonic management systems, agile enterprises, and hypertext organizations. Charles Savage is president of Knowledge Era Enterprises, Inc and was formerly in the consultant division of Digtal

Equipment Corporation. He presents 'Master Classes' on dynamic teaming and virtual enterprising and has written extensively on the knowledge era. His company's logo is a key with the phrase "Unlocking the Future". Charles Savage assists companies around the world to

achieve that goal. Over 40,000 copies of previous edition sold world-wide. Previous edition was awarded 'Book of the Year' by Tom Peters. Covers lessons learned over the last five years since Fifth Generation Management was first published.

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