Be Seen. Be Heard.

DGL NETWORKING RESOURCES

Networking is an evolving and life-long practice so we've collected our favourite resources and recommendations for you to take this life skill from good to great. Please feel free to email us if you have any you'd add to the list.

Articles

How Leaders Strategically Enhance Their Networks For Maximum Impact | Forbes

Why strategic networking is harder for women | The World Economic Forum

How Leaders Create and Use Networks | Harvard Business Review

Videos

Building Effective Networks | Herminia Ibarra

How To Hack Networking | David Burkus

7 Ways to Make a Conversation With Anyone | Malavika Varadan

Reading minds through body language | Lynne Franklin

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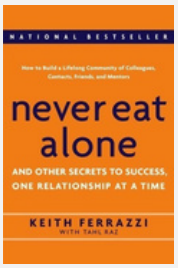
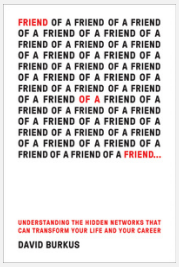
Books



Never Eat Alone, Expanded and Updated: And Other Secrets to Success, One Relationship at a Time by Keith Ferrazzi

Ferrazzi explores the critical role of relationships in achieving personal and professional success, emphasizing that true networking is about generosity and mutual support. By sharing practical strategies and insights from his own career, Ferrazzi provides a comprehensive guide for cultivating meaningful connections that can open doors and create opportunities.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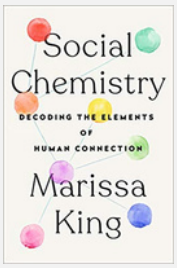
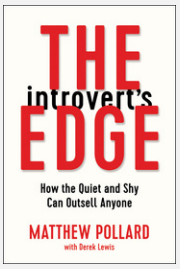


Social Chemistry: Decoding the Elements of Human Connection by Marissa King

In "Social Chemistry," Marissa King delves into the science of how our social networks shape our behaviors, decisions, and success. By combining insights from sociology, psychology, and organizational behavior, King provides a practical guide to understanding and leveraging social connections to enhance personal and professional relationships.



The Introvert's Edge to Networking by Matthew Pollard

Pollard dispels the myth that effective networking is reserved for extroverts, offering introverts a strategic and authentic approach to building powerful connections. Through actionable steps and real-world examples, Pollard demonstrates how introverts can leverage their strengths to achieve professional success without pretending to be extroverted.