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Lillian defines networking as "an active,

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dynamic process that links people into mutually beneficial relationships." In her explanation, she explores concepts such as 300 x 300, six degrees of separation, and networking is an art and a skill. By providing a good framework for what networking is, you get a good sense that Lillian knows what she is talking about. She then sets the stage for the rest of the book by helping readers determine their networking styles.

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Lillian D. Bjorseth. From the time she was a  
little girl growing up on the outskirts of a  
town of 83 people in rural Missouri, Lillian  
dreamed of being someone exciting like a  
movie star ... although she had no idea what  
was involved in being one. Her family thought

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"Networking works: and it doesn't have to be old school!" Accounting Today, 19/12/2005, Volume 19, Issue 22, pp 22-27, 2 p. Books Bjorseth, Lillian D. (2003). Breakthrough networking: building relationships that last.



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