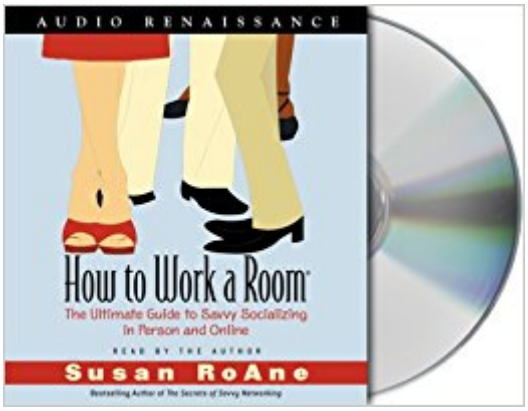
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How To Work A Room: The Ultimate Guide To Savvy Socializing In Person And Online



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Synopsis

More than 38,000 copies of this networking classic have been sold in two audio editions. Now Susan Roane’s invaluable advice is available on CDYou enter a crowded room. For a moment every eye is on you. And a little voice inside you cries, "HELP!" If this has ever happened to you, you’re not alone! Walking into a room full of people you don’t know can be very uncomfortable. It can also be one of your very best opportunities to meet and make new business contacts and friends. The Mingling MavenÃ¢â Â¢ will show step by step, how to allay your fears and make the most of every moment. Including:Ã¢â ¬Â¢ Seven steps for planning your presence before you enter a roomÃ¢â ¬Â¢ How to converse with ease and graceÃ¢â ¬Â¢ The new rules of etiquette, including "Internetiquette"Ã¢â ¬Â¢ Seven strategies to follow when you walk inWhether the event you’re walking into is professional, social, or even electronic--How to Work a Room will give you the confidence and tools you need to enter any room and shine.

Book Information

Audio CD

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Customer Reviews

"I cannot understand how anyone can network until they have [heard] this book. It is an essential career tool." --GlamourÃ¢â ¬Å“Everything you need to know about interacting with people in person and online.... A pleasure to hear and almost certain to improve your social confidence, as well as your skills.Ã¢â ¬Â• Ã¢â ¬â •AudioFile

SUSAN ROANE is a highly sought-after keynote speaker and bestselling author. She has been quoted in many newspapers and magazines including The New York Times, The Wall Street

Journal, Financial Times of London, Newsweek, and Cosmopolitan. She has appeared on CNN, CNBC, NPR, Bloomberg Radio, CBC, and BBC.

I considered myself an introverted computer scientist. I ordered this and Carducci's book at the same time, looking forward more to Carducci's book. Fortunately this book arrived first, so I gave it a chance.Don't misconstrue the title; it is not at all a book on manipulating others.The first chapter --the introduction-- reads like an annoying motor-mouth oratory from Joan Rivers. Persist. Don't be concerned about how you're going to hold an entire book's worth of advice in your head while conversing because you won't need to; it pertains more to pre-schmooze preparation. (In contrast, Carducci's book focuses more on real-time details of conversation.) I've only read through chapter three and have not had time to get to the rest of it because I've been socializing! I kid you not! Sound too good to be true? Bet you don't have as many doubts as I did. Try it. Some of the later chapters are on special situations (airplanes, trade shows, e-mail, etcetera); paging through those I found some pearls, so I look forward to finishing it.These are light, easy tips that analytical left-brain guys can follow. I read that the author also teaches seminars, but who needs that? Just get the book. You are already on the right track for considering it. There is probably a LOT less "wrong" with you than you might think, and this book is a fast, easy way to become the more sociable person that you want to become.Amazingly, there is virtually no overlap between this book and Carducci's. Carducci's book is more aimed at micro-details of what to talk about, very elementary. I think the best book in this category is "Lifeskills for Adult Children" by the late Janet Woititz and Alan Garner; it begins with an excellent section on starting and maintaining conversations.This book is light reading. Try it!

This is a great book for a confidence booster, but the truth is that it deals more or less with etiquette as opposed to strategy for improving your interpersonal communication skills. For the 5 hours that it takes to read it, the book is worth the purchase, but it offers little insight as to how to overcome shyness, garner fortitude, and make the contacts you want at receptions and events you attend.This book is likely most valuable for people hosting receptions and mixers. RoAne offers a refresher course on how to properly introduce guests to one another, what not to say/ask/do to individuals you meet at a given event, etc. Essentially this book is a lesson in good manners which should precede any book on networking.

I had to read this for a college class. Pretty interesting. Good quality product was sent. Definitely

nice having it on audio.

Susan RoAne’s excellent book can change your life! At a Book Convention, she struck up a casual conversation with me that spun me into a new and exciting profession! Buy this book and experience the energy and magic of RoAne’s good karma!

This book lacks the implementation details for the suggested ideas. I felt like I was at a lecture about how to socialize where only high level common sense ideas are presented, but the true nitty-gritty details are ignored. The author has good intentions, but I didn’t get much out of this book.

Susan RoAne’s excellent book can change your life! At a Book Convention, she struck up a casual conversation with me that spun me into a new and exciting profession! Buy this book and experience the energy and magic of RoAne’s good karma!

I knew this book was not worth the paper it was printed on, when I saw in the appendix a Yiddish glossary! I mean, ethic and religious differences aside, why would I be interested in working a room speaking Yiddish? I did read through the book and found the content nothing but empty talk.Seriously, if you want improve your social skills, read the timeless classics by Dale Carnegie.

Susan RoAne knows how to help navigate people through a multitude of social situations, and her book combines humor with valuable -- and practical -- advice. When I was the director of NYU’s Summer Publishing Institute, I invited Susan to facilitate a session to help students learn to "work a room," and to enhance their networking skills. She was a big hit and I immediately invited her back. She’s the "real deal" and "How to Work a Room" is a must for anyone who wants to become more adept at building connections in the business world.

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