



Unit 6 — Building Relationships

Reading: Building Relationships

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Building and keeping good relationships has always been important in business and even in the 21st Century the best way to do this is in person. Although social networking sites like LinkedIn can be utilized as a good way of developing an existing relationship, they can not replace face to face communication.

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Discussion Questions

Do you agree that social networking cannot replace face to face communication?
Why / why not?

What advice would you give to a friend who wants to make a good first impression with co-workers?

How could you be better at networking?