

The Little Black Book of Connections

author: Jeffrey Gitomer

2026-07

Synopsis

author	Jeffrey Gitomer
readBy	Jeffrey Gitomer
inLanguage	english

People in all kinds of jobs, in big and small companies, career builders, sales people, and aspiring executives will love this edgy, practical, and fun book in the spirit, style, and format of the best-selling *Little Red Book of Selling*, the country's #1 sales trainer. Jeffrey Gitomer, offers a fresh take on networking and connecting your way to success. *The Little Black Book of Connections* is based on the power of "give value first". It's about how you can climb the ladder without stepping on people's backs. It's about how to earn the respect of a powerful mentor without begging. It's about how to build stronger relationships with customers, bosses, co-workers, vendors, friends, and family. It's about being in the same room with powerful people. It's about how to connect and how to not connect. It's about how to say the right things to the right people in the right circumstances to make the right impression.

Reader's comments

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