

## Networking Building Relationships and Opportunities for Success

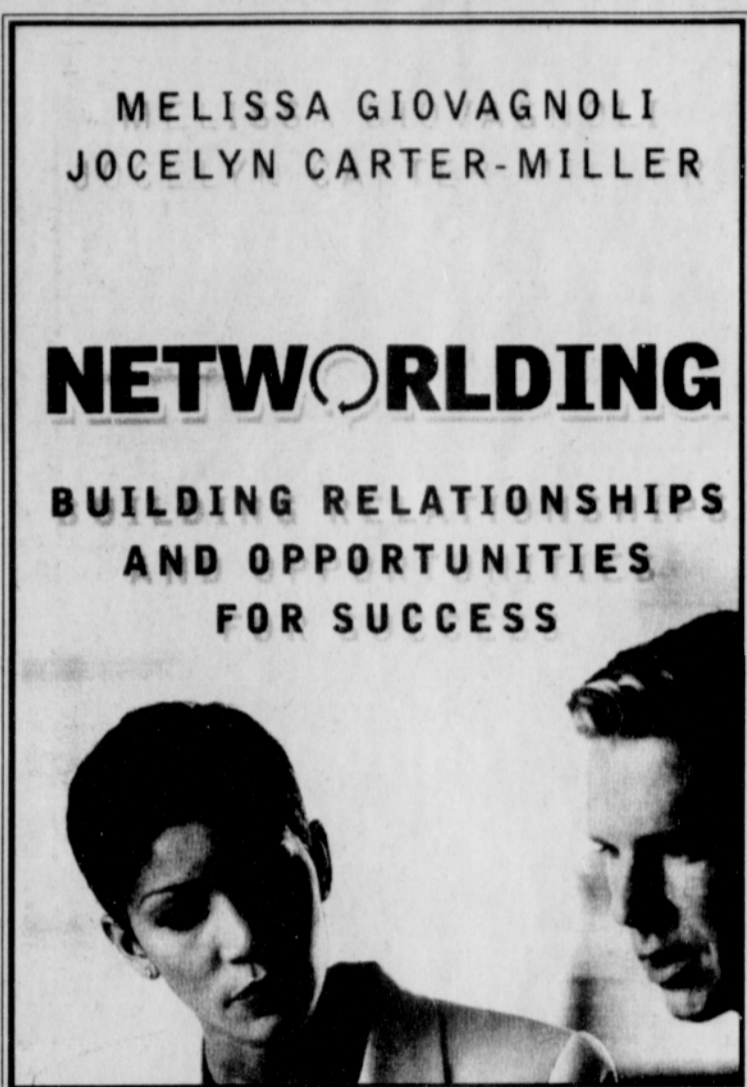
By Melissa Giovagnoli and Jocelyn Carter-Miller  
Jossey Bass; 2000

A career safety net for the New Economy, *Networking* shows you how to build the mutually beneficial



relationships that are the real keys to job satisfaction, career advancement, and personal fulfillment in the 21<sup>st</sup> century.

The authors, both renowned networking experts, offer a transformational, seven-step networking process built on their unique support exchange model. They explain how you can use *Networking* to generate a constant flow of exciting opportunities for expanding your career, starting a new business, or launching a community project. A wealth of practical tools, including quizzes, exercises, and risk-free simulations, help you create the kind of connections that are today's best catalysts for career success.



## Culture.com

Building Corporate Culture in the Connected Workplace  
By Peg Neuhauser, Ray Bender and Kirk Stromberg  
John Wiley & Sons; 2000

We are living in a .com world. The old rules are changing, but it is not yet clear what the new rules are. Everything is in flux, and the speed and complexity of the changes are difficult for many of us to absorb. Futurists, historians, and social scientists tell us the transition to a networked economy is the biggest shift in the way the world functions since the Industrial Revolution. The people working today are the bridge generation, spanning the gap between the old and new ways of doing business.

*Culture.com* is a highly practical guide to the pressing corporate culture issues that face every e-business, from .com start-ups to traditional organizations making the transition into the clicks-and-mortar world.

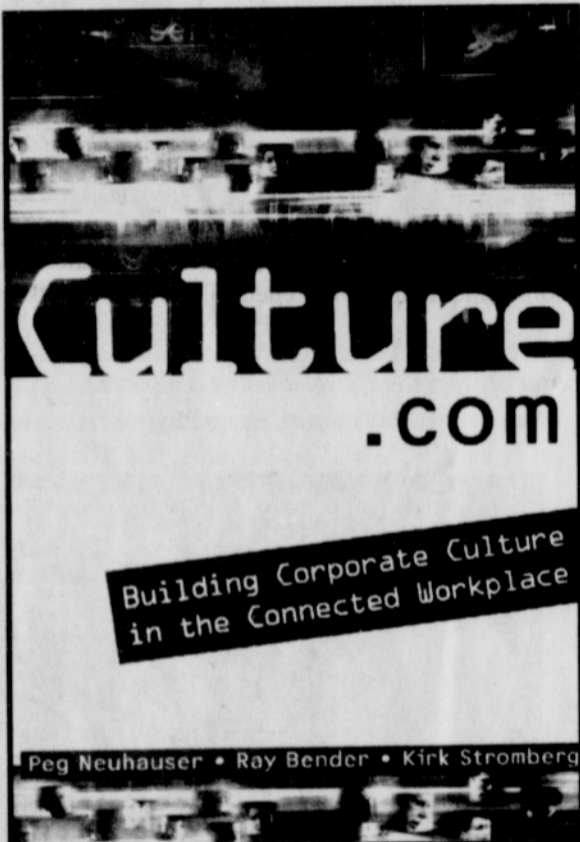
Explains the 9 key characteristics of a .com culture that are vital for all organizations.

Offers practical tips and strategies to ensure that your corporate culture can be a competitive advantage, rather than a liability, in the .com world.

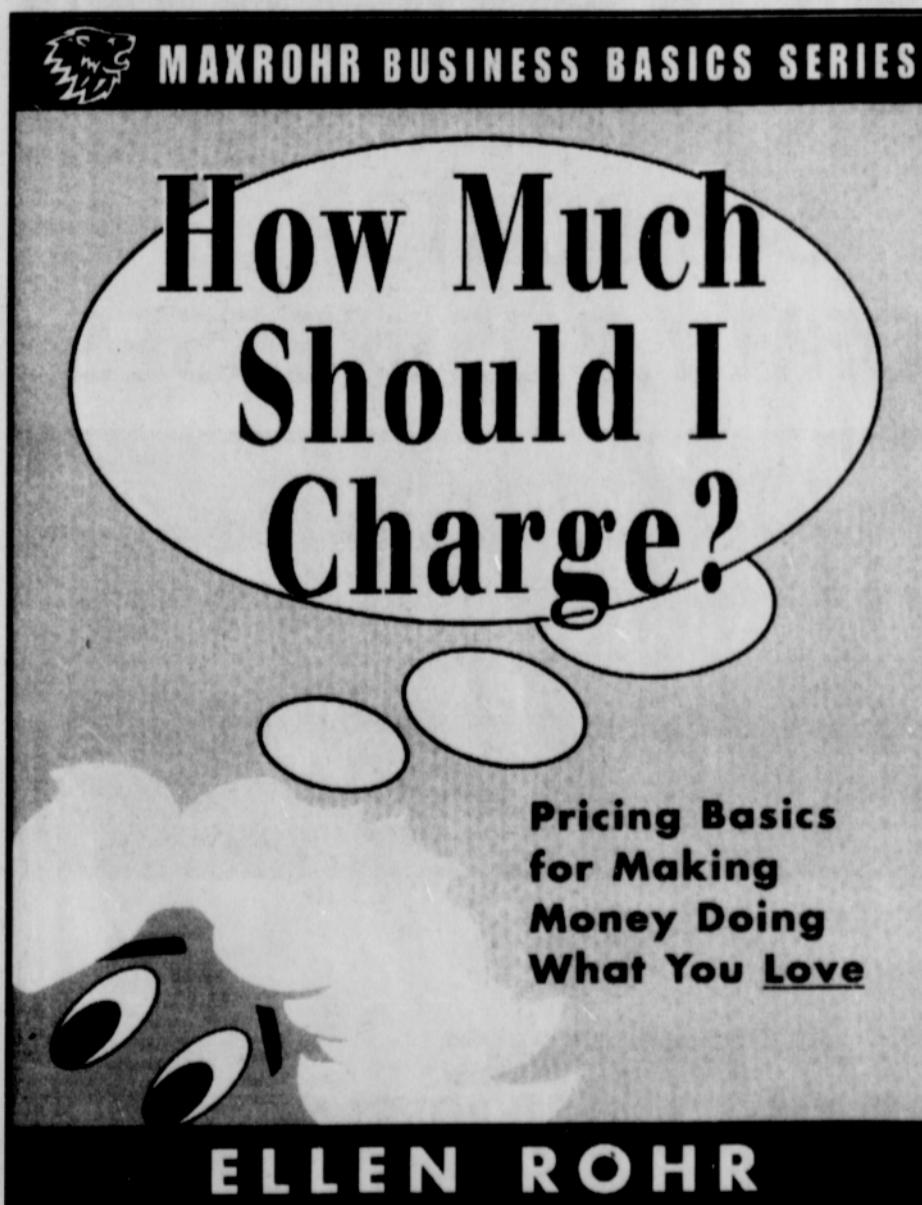
Provides hands-on advice on changing your corporate culture to reflect the new realities of e-business: debugging on the fly, rapid risk taking and decision making, developing a culture of collaboration, building corporate culture in virtual organizations, and much more.

Shows how to break old organizational habits that no longer fit in the world of e-business, and how to learn new ways to think, believe, and behave.

Features examples and interviews from a wide range of companies, government settings, and not-for-profits.



## How Much Should I Charge?



Pricing Basics for Making Money Doing What You Love  
By Ellen Rohr

*How Much Should I Charge?*

will help you learn more bare bones basic information about running your company. It is written in a simple style that defines all the fancy accounting and business terms. You'll learn how to use your financial information to create a selling price that will make your dreams come true.

If you've been basing your selling prices on what the other guy charges and you just found out that the other guy is going out of business. What if also you have been pulling selling prices out of thin air and you don't want to do that anymore along with the other money woes you may have, no matter what the business might be, then this book is for you.

## INNOVATIVE PROGRESSIVE VALUE DRIVEN

If you are seeking a career opportunity with an organization that offers challenge and opportunity, consider Southwest Washington Medical Center. Located in Vancouver, Washington, just minutes from most points in the Portland Metropolitan areas, we are a growing dynamic acute care medical facility.

We are seeking individuals who are highly guest service oriented, creative, and team players in a variety of areas and specialties. From Physical Therapists to Food Service Workers, Radiology Technicians to Registered Nurses, Respiratory Therapists, Speech Pathologists and Housekeepers, opportunity and challenge await.

We offer competitive salaries and an excellent benefits package. For more information about our openings please contact our Job Line at

1 (800) 455-4443

Doug Williams, Human Resources Specialist at

(360) 514-2269 V  
(360) 514-3244 TDD



Equal Opportunity Employer

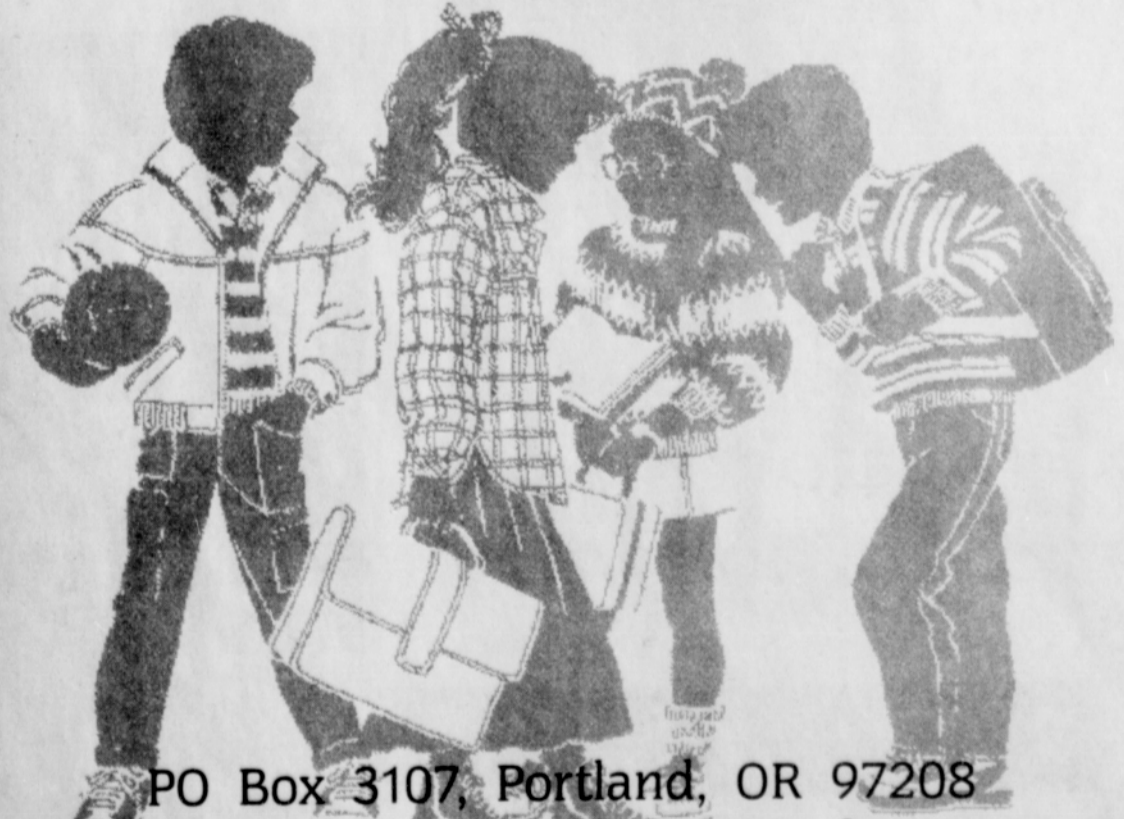
## Portland Public Schools

Joins in the Celebration of "Minority Business Development Week"

Our youth hold the key to our future. To deny them, is to deny ourselves

*"Funding for our Schools, is a promise worth keeping."*

We're working to be the Best



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