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The Essentials of Job Negotiations: Proven Strategies for Getting What You Want (Hardback)

By Terri R. Kurtzberg, Charles E. Naquin

ABC-CLIO, United States, 2011. Hardback. Book Condition: New. 236 x 163 mm. Language: English . Brand New Book. Negotiating job packages is one of the trickiest tasks most people face in their professional lives-and everybody wants to know how to do it better. Filled with solid, accessible, research-backed advice, this book counters myths about job negotiations and maps the way to success. * Specific tips and strategies at the end of each chapter * More than 50 true stories that illustrate the art of negotiating job offers * Worksheets for planning priorities and understanding the other side's objectives before negotiating, analyzing how to propose various issues in the negotiation, and comparing multiple offers * A table on detecting lies * A list of the top 10 don'ts for negotiation.



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