

Get Paid What You're Worth: The Expert Negotiators' Guide to Salary and Compensation

By Robin L. Pinkley, Gregory B. Northcraft

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Couldn't you use more money? Whether you're entering the workforce for the first time, making a job change, or seeking better compensation for your contributions, Robin L. Pinkley and Gregory B. Northcraft will guide you step-by-step toward getting exactly what you deserve.

- Learn why there may be more money available for you than you think.
- Get the confidence to turn your strategic thinking into specific action.
- Benefit from a panel of negotiations experts and their decades of experience.

Applicants who negotiate job offers receive salaries and benefits of significantly more value than those who do not. And the compensation package you negotiate today will affect all your future job offers. Shouldn't it be the best that it can be? *Get Paid What You're Worth* is the handbook you need to successfully navigate the business of negotiation.

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- Sales Rank: #621438 in Books
- Published on: 2003-03-01
- Released on: 2003-03-01
- Original language: English
- Number of items: 1
- Dimensions: 8.50" h x .48" w x 5.50" l, .60 pounds
- Binding: Paperback
- 189 pages

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Editorial Review

From Booklist
Books on how to negotiate often recommend couching arguments in "win-win" terms. In other words, demonstrate the mutual benefits of your case. When it comes to negotiating salaries, though, many assume this tactic to be less applicable. Pinkley and Northcraft argue otherwise. Pinkley is a professor of organizational behavior at Southern Methodist University, and Northcraft is a professor of business administration at the University of Illinois. They note that 50 percent of prospective employees accept job offers without the benefit of negotiation. The authors explain which job issues can be negotiated and advise how to prepare for and conduct a negotiation and how to close the deal. A tactic they recommend is "expanding the pie" to claim more value for yourself, thereby "helping the other side want what [you have to offer]." Pinkley and Northcraft include specific tips and helpful examples throughout. They also advise ways to respond to various offers and warn of "speed bumps" and "deal killers." *David Rouse*

Review
"*Get Paid What You're Worth* is a simple way to understand not only how to negotiate, but why. I used these preparation and negotiation tactics to successfully raise both my salary offer and my signing bonus. If you're afraid to negotiate, either because you don't know how or you don't want to upset the other party, this book is for you!" ?*Lisa Anne Linke, consultant, Deloitte & Touche*

From the Publisher
"...simple way to understand not only how to negotitate, but *why*. LISA ANNE LINKE, Consultant, Deloitte & Touche

Users Review

From reader reviews:

Richard Forbes:

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Alma Lewis:

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Hattie Robb:

Spent a free time and energy to be fun activity to do! A lot of people spent their down time with their family, or their very own friends. Usually they accomplishing activity like watching television, going to beach, or picnic in the park. They actually doing same thing every week. Do you feel it? Will you something different to fill your own free time/ holiday? Can be reading a book may be option to fill your cost-free time/ holiday. The first thing that you ask may be what kinds of guide that you should read. If you want to test look for book, may be the reserve untitled Get Paid What You're Worth: The Expert Negotiators' Guide to Salary and Compensation can be excellent book to read. May be it can be best activity to you.

Rose Taylor:

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