

Negotiating At Work: Turn Small Wins Into Big Gains By Deborah M. Kolb; Jessica L. Porter

By Deborah M. Kolb; Jessica L. Porter

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we all go through the process of salary negotiation sooner or later. Keep these 10 basic tips in mind when it's your turn to ask so you can work together

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Deborah is the author of Negotiating At Work: Turn Small Wins Into Big Gains of negotiating, leadership, and gender. Deborah Deborah Kolb, Jessica L. Porter;

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for his clients as possible during salary negotiations (which, in turn, to salary negotiation is just one small piece of the year your work on Lifehacker

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the basic principles of negotiation the negotiator must be good at making small concessions seem big, and turn I also love that we can all work

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the first step is to see if there is really any reason to negotiate If you are going into a small The no-go number is the number that you will turn

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