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By Deborah M. Kolb; Jessica L. Porter

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Deborah Kolb; Jessica L. Porter; April 16, 2015. SAVE; SHARE; COMMENT; TEXT SIZE; PRINT Office Housework Gets in Women at Work: Turn Small Wins into Big

<https://hbr.org/2015/04/office-housework-gets-in-womens-way>

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SBA.gov Blogs 6 Tips for Negotiating a Commercial small businesses negotiate one to and work consultatively with you as you negotiate

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<http://www.businessinsider.com/how-to-negotiate-salary-without-offending-2012-9>

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<http://www.bol.com/nl/p/negotiating-at-work/9200000010066241/>

7 Tried-and-True Steps for Negotiating a Job Offer -

Apr 03, 2012 Are you prepared to negotiate a job offer? 5 Things to Immediately Stop Doing at Work Are Your Interns Driving Everyone Crazy?

<http://money.usnews.com/money/blogs/outside-voices-careers/2012/04/04/7-tried-and-true-steps-for-negotiating-a-job-offer>

Deborah Kolb: " Negotiating at Work: Turn Small -

Feb 26, 2015 Negotiation expert Deborah Kolb visited Google's Cambridge, MA office to discuss her book, "Negotiating at Work: Turn Small Wins into Big Gains". The book <http://www.youtube.com/watch?v=3VIpVnRlTkq>

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Deborah Kolb & Jessica Porter Selected by TIME as one of the best negotiation books of 2015, Negotiating at Work offers practical advice for managing your own <http://www.pon.harvard.edu/shop/negotiating-at-work/>

The Best Negotiation Books for 2015 ~ Levo League -

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Six Books To Help You Improve Your Negotiation -

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Books Deborah Kolb, Ph.D -

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<http://www.deborahmkolb.com/books>

8 Etiquette Tips for Salary Negotiation - US News -

Jun 04, 2012 Be savvy yet polite when negotiating the if the employer wants you to work at their company then you are in a Small talk can go a long way

<http://money.usnews.com/money/blogs/outside-voices-careers/2012/06/05/8-etiquette-tips-for-salary-negotiation>

How to Negotiate: 14 Steps (with Pictures) - -

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

<http://www.wikihow.com/Negotiate>

Change This - Attacking Culture One Negotiation at -

These small wins for individuals can aggregate and begin to chip Attacking Culture One Negotiation at a Time By Deborah M. Kolb & Jessica L. Porter Published

<http://changethis.com/manifesto/show/128.04.WorkNegotiations>