

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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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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<http://www.researchandmarkets.com/reports/2935923/negotiating-at-work-turn-small-wins-into-big.pdf>

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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
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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
<http://career-advice.monster.com/salary-benefits/negotiation-tips/top-10-tips-for-salary-negotiations/article.aspx>

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<http://www.youtube.com/watch?v=3VIpVnR1Tkg>

Deborah M. Kolb, Jessica L. Porter Negotiating at Work: Turn Small Wins into Big Gains. Understand the context of negotiations to achieve better results
<http://tutorialsd1.com/deborah-m-kolb-jessica-l-porter-negotiating-at-work-turn-small-wins-into-big-gains/>

Each of these leaders is poised to enter a negotiation about vacation. Deborah M. Kolb is the of Negotiating at Work: Turn Small Wins into Big
<https://hbr.org/2015/06/how-to-negotiate-for-vacation-time>

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

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