

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

By Deborah M. Kolb; Jessica L. Porter

Deborah Kolb | LinkedIn -

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

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<http://avxsearch.se/?q=negotiate%20your%20job%20offer>

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>

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

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<https://www.sba.gov/blogs/6-tips-negotiating-commercial-property-lease-without-getting-burned>

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<http://lifehacker.com/how-to-negotiate-your-salary-1566202988>

How to Negotiate for Vacation Time - HBR -

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<https://hbr.org/2015/06/how-to-negotiate-for-vacation-time>

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

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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

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