

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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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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