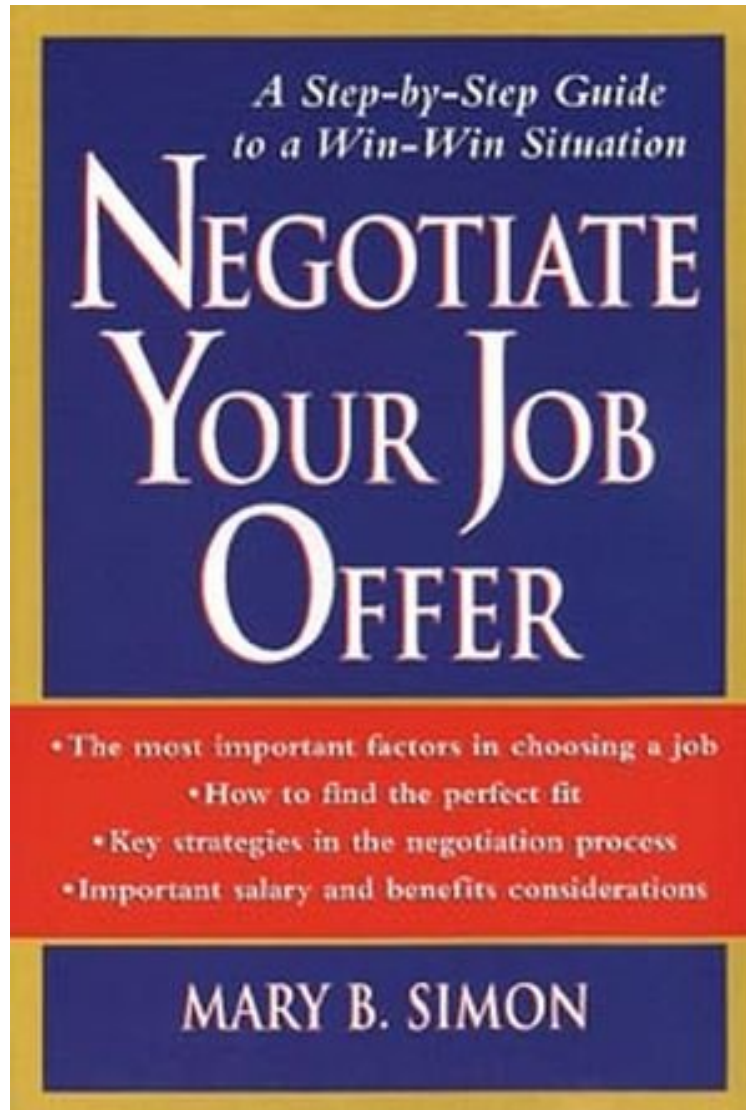


[Free] Negotiate Your Job Offer: A Step-by-Step Guide to a Win-Win Situation

Negotiate Your Job Offer: A Step-by-Step Guide to a Win-Win Situation

Mary B. Simon

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Mary B. Simon : Negotiate Your Job Offer: A Step-by-Step Guide to a Win-Win Situation before purchasing it in order to gage whether or not it would be worth my time, and all praised Negotiate Your Job Offer: A Step-by-Step Guide to a Win-Win Situation:

0 of 0 people found the following review helpful. Helpful tips to prepare you for a new job offerBy Carla ConantRead through this as I was about to accept a new job. It makes you list things that are must haves and nice-to-haves for a

new job and then how to negotiate those points. There is more to a job offer than just the \$. This book helped gear me to think about those things and make sure the job was a good fit for me. 6 of 8 people found the following review helpful. A book that more than fills its unique niche. By travelergo@aol.com Much has been written about the job-seeking process, from resume' construction to the job interview. Mary Simon takes the process one step further - what to do when you have received an offer for the job you want. It had never dawned on this reviewer that there could be room for negotiation after a job offer had been made. The job-seeker is usually so pleased to have a fine prospect for employment that his automatic response is to say, "Great, when do I start?" Mary Simon says - "Whoa, slow down - you may be shortchanging yourself!" Mary's point is that the employer has devoted a great deal of time and effort in recruiting and selecting the best candidate for the position. The employer may well be just as anxious to complete the process as is the employee. The last thing the employer wants to do is to go back to square one. Mary Simon says it is to your advantage to take advantage of this attitude. The author provides a detailed guide of when to negotiate and how. She reminds us that there is much more to negotiate for than salary. Fringe benefits, work schedules, amount of travel required, and other job elements are all subject to negotiation. I know of no other book that fills this unique niche. It should be must reading for anyone in search of a new job.

Proven strategies to negotiate the perfect job offer. You finally have the offer you've been waiting for, and you want the job. Stop right there! Before you accept, take the time to consider all aspects of the offer. If you're not 100% satisfied with the fine--and the not so fine--print, try negotiating the best deal possible. This indispensable new book, with easy-to-follow exercises, complete checklists, and numerous real-world examples, *Negotiate Your Job Offer* takes you step-by-step through the entire negotiating process. Here's where you'll learn how to: * Analyze and evaluate a job offer in terms of mutual fit * Determine when negotiating is appropriate--and when it's not p9e Master key negotiating skills and strategies * Handle inflexibility and compromise * Negotiate the best possible salary and benefits package * Confirm acceptance or decline an offer * And much more!

From the Publisher Job hunters in today's volatile business climate, where mergers are commonplace and downsizing is rampant, owe it to themselves to find out everything they can about their prospective employers and on the basis of that information, negotiate the best possible deals for themselves. This book arms savvy job-hunters with the knowledge and skills they need to evaluate a job offer in terms of mutual fit and the corporate culture, research a company for market value and long-term stability, gauge the impact of potential mergers or reengineering programs, and negotiate the best possible salary and benefits package From the Back Cover Proven strategies to negotiate the perfect job offer. You finally have the offer you've been waiting for, and you want the job. Stop right there! Before you accept, take the time to consider all aspects of the offer. If you're not 100% satisfied with the fine--and the not so fine--print, try negotiating the best deal possible. This indispensable new book, with easy-to-follow exercises, complete checklists, and numerous real-world examples, *Negotiate Your Job Offer* takes you step-by-step through the entire negotiating process. Here's where you'll learn how to: * Analyze and evaluate a job offer in terms of mutual fit * Determine when negotiating is appropriate--and when it's not p9e Master key negotiating skills and strategies * Handle inflexibility and compromise * Negotiate the best possible salary and benefits package * Confirm acceptance or decline an offer * And much more! About the Author MARY B. SIMON is a vice president of the Brandywine Consulting Group. Previously, she was associate placement director of MBA Career Development at the Wharton School of Business and a consultant with Drake Beam Morin. She graduated from Earlham College and received a master of science degree from the University of Pennsylvania.