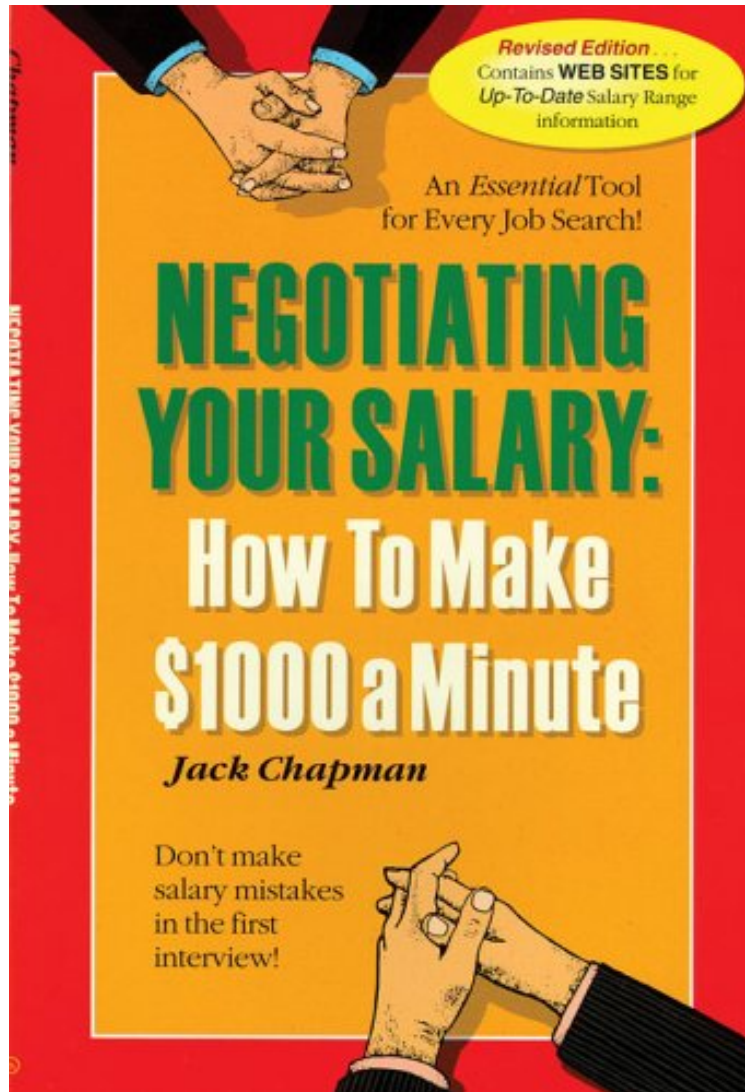


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Jack Chapman

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0 of 0 people found the following review helpful. I got the raise.By DelInteresting2 of 2 people found the following review helpful. easy to follow strategies that were applicable in the real world!By waywardThis book was down to earth and realistic and it provided simple strategies that were easy to follow. People expect you to negotiate when you

are given a job offer and it reflects poorly on your own skills if you do not attempt to at all. Following the instructions in this book allowed me to get \$4000 more added on to my salary than I was initially offered. You need to read this book early on in the job search process because there are strategies that you need to implement from the beginning - like figuring out how to avoid revealing what your salary requirements are or what you are currently making. This is critical to maintaining your ability to negotiate when it comes down to it. Anyway, I would highly recommend this book for those who have not had much experience negotiating salaries. It gives simple, easy to follow tips that actually work. You will be pleased by the results! 7 of 7 people found the following review helpful. I have read 4-5 books on this topic -- this is by far the best. By John Cartwright I have read 4-5 books on this topic -- this is by far the best. The others are too lengthy, more for academia or career-services professionals. But this one carries the nuts bolts, along with the clear step-by-step methods best advice that the other books gloss over or ignore. With this book, I have coached several colleagues myself -- one of them got a salary offer \$10,000 ABOVE what the company was initially offering. Another negotiated a sign-on bonus that was originally non-existent. When I first read it (in '99), I gave my closest friends copies of it for Christmas! How's that for an endorsement?

The fourth edition of Jack Chapmans salary negotiation classic includes updated Internet research sources with passwords to useful sites; new lingo for earnings conversations; thorough coverage of stock options and grants; and the final word on when to get a lawyer involved. **NEGOTIATING YOUR SALARY** focuses completely on the job candidates side while demonstrating how to develop a comp package that will satisfy the employer, too.

From the Publisher* A revised edition of Jack Chapmans salary negotiation bible, with comprehensive guidelines for every conceivable negotiating item, and five foolproof steps to help you get the gold. * Previous editions have sold more than 100,000 copies. About the Author **JACK CHAPMAN** is a 27-year veteran career coach and runs a private consulting practice, Lucrative Careers, Inc. He lives in Wilmette, Illinois.