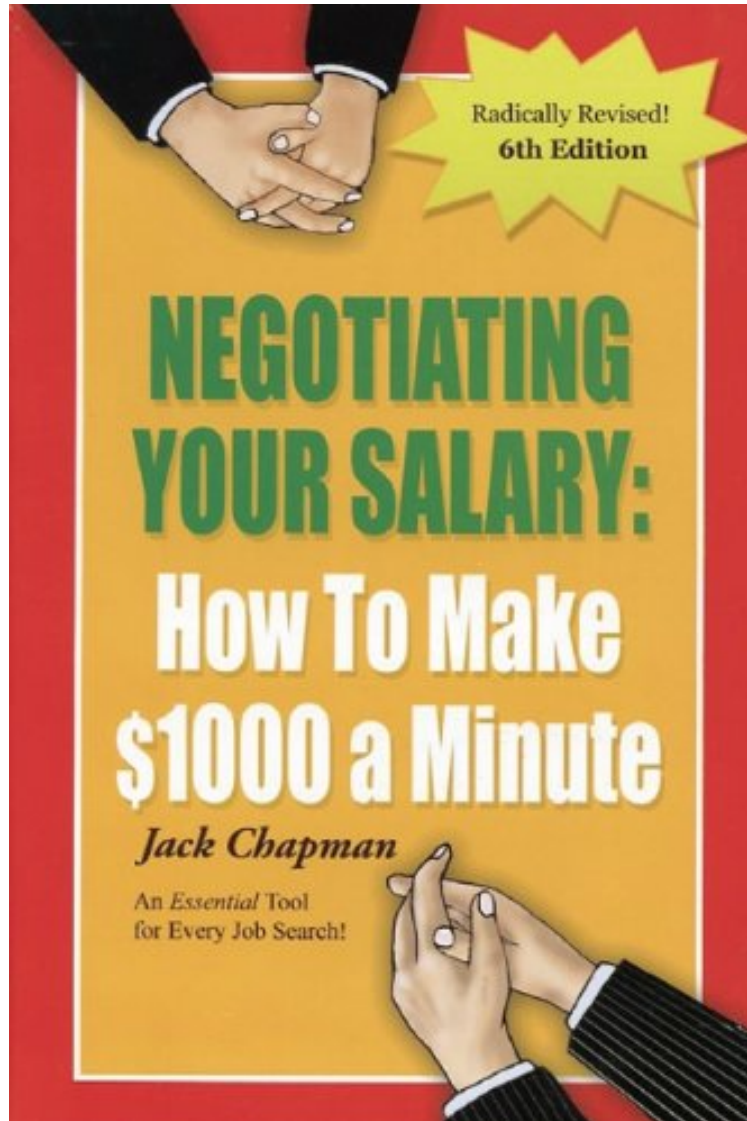


[PDF] Negotiating Your Salary: How To Make \$1000 a Minute

Negotiating Your Salary: How To Make \$1000 a Minute

M.A. Jack Chapman

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13 of 13 people found the following review helpful. Sound advice at exactly the right time By David Tomen I've read through the book twice, and then gone back to reference specific sections applicable to my current employment situation. Jack Chapman clearly knows what he's talking about and provides logical step-by-step instructions on negotiating remuneration in all its forms. He explains the psychology behind it and his common sense approach to

negotiating fair market value for what you're worth is the best advice on this subject I was able to find. If you follow Mr. Chapman's methods and are unable to get the kind of salary that the market indicates you should - don't take the job, or start looking for work elsewhere. The information in this book is invaluable. 0 of 0 people found the following review helpful. If you are between jobs read this book. By Dax: Made me over 10 grand in my last job swap that I wouldn't have otherwise. It's well formatted so if you have an interview near you can jump to right section without reading cover to cover. 1 of 1 people found the following review helpful. It Works!! By The truth: This was the best \$8 I have ever spent!!! I got a \$9k raise and an additional 8 days paid vacation within a week of buying this book, if you are even thinking of negotiating your salary soon you NEED to read this book, if you follow the instructions it gives you confidence in your position and pays for itself 1000s of times over. It could be better organized, however it works and has a nice lightning round to quickly revisit the main ideas. The author does a great job of laying out most scenarios which adds context to the approaches he is asking you to take. I am so glad I bought this book!!! Thank you Jack Chapman!

Job hunters need this information now because the biggest mistakes happen in the beginning, well before the negotiating interview.

From the Back Cover: Don't wait to learn salary strategy. Job hunters need this information now because the biggest mistakes happen in the beginning, well before the negotiating interview! Whether your style is rough or gnetle, blustery or quiet, nervous or calm, you can still negotiate more money. Simple preparation can double your salary. Who should mention a dollar amount first? Talking about salary incorrectly can knock you out before you even get a chance to interview. What is your best first answer to an offer? One phone call or one web page can tell you what salary range to ask for. Specific phrases to memorize that will boost your offer 10% or more. How you can get your employer to want to give you a raise. "I would never walk into a job interview without having read Jack's book" Robin Sheerer, author of NO MORE BLUE MONDAYS "Hands down...the best salary book on the market." Joyce Lain Kennedy, author and nationally syndicated careers columnist "Raises are really possible! And they're even bigger when you use Jack's methods." Wendy Enelow, executive director, Career Masters Institute