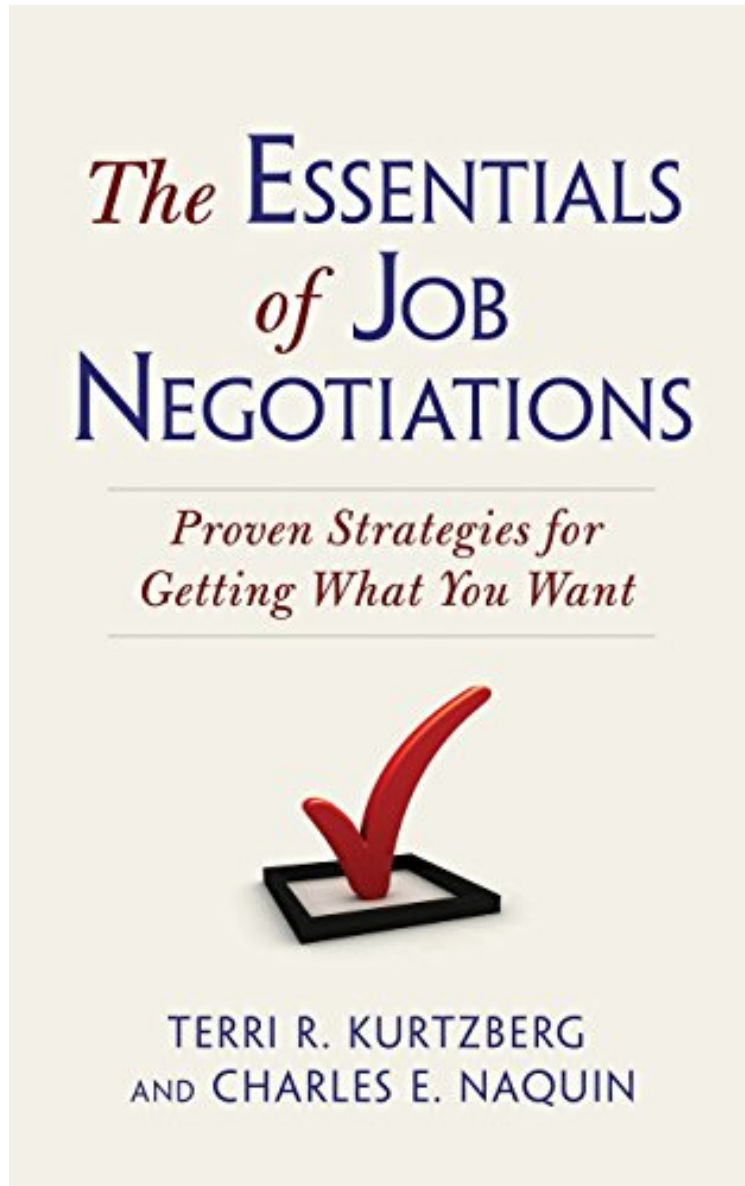


The Essentials of Job Negotiations: Proven Strategies for Getting What You Want

Terri R. Kurtzberg, Charles E. Naquin
*ePub | *DOC | audiobook | ebooks | Download PDF*



 Download

 Read Online

#2790229 in Books 2011-09-12Original language:EnglishPDF # 1 9.21 x .50 x 6.141, 1.00 #File Name:
0313395845195 pages | File size: 29.Mb

Terri R. Kurtzberg, Charles E. Naquin : The Essentials of Job Negotiations: Proven Strategies for Getting What You Want before purchasing it in order to gage whether or not it would be worth my time, and all praised The Essentials of Job Negotiations: Proven Strategies for Getting What You Want:

4 of 4 people found the following review helpful. Look no further--this is the best book available on job negotiation
By Reviewer1 Kurtzberg and Naquin have given us a gift--an easy to understand primer on job negotiations that draws on the very latest negotiation research as well as the deep wisdom that they have gained over many years of conducting negotiations and teaching students at many levels. This book contains the best advice you will find on conducting job negotiations. Novices and experts alike will learn from this book. It is helpful for the first time job seeker as well as those who have had substantial experience with negotiations. The format is brilliant--the book is so very clear, and the tone so very supportive, that you will feel as if someone very wise, who knows what they are talking about and cares deeply about you and your goals, is holding your hand as they teach you. If you are involved in any way in job negotiations, buy this book. You will thank yourself, as well as Professors Kurtzberg and Naquin.
2 of 2 people found the following review helpful. Best investment ever!
By S LI increased my compensation by multiple orders of magnitude more than the cost of this book. Seriously! I would have left thousands of dollars on the table. The book was especially helpful in the process of salary negotiations because it told me not only what to do but _specifically_ what to say to handle objections. There was also so much more about interviewing, e-mailing, etc. Highly recommended, just don't wait til you have the offer, read it before the interview to get the most value out of it.
0 of 0 people found the following review helpful. Best book on salary and negotiations on the market
By Jen Mueller Best book on salary and negotiations on the market.... A must read for anyone who has a job or wants a new one....

Negotiating job packages is one of the trickiest tasks most people face in their professional lives and everybody wants to know how to do it better. Filled with solid, accessible, research-backed advice, this book counters myths about job negotiations and maps the way to success. Specific tips and strategies at the end of each chapter
More than 50 true stories that illustrate the art of negotiating job offers
Worksheets for planning priorities and understanding the other side's objectives before negotiating, analyzing how to propose various issues in the negotiation, and comparing multiple offers
A table on detecting lies
A list of the top 10 "don'ts" for negotiation

"This volume expertly synthesizes very practical and hard-hitting information with cutting-edge theory. All those planning to negotiate (in the U.S. or globally) and all those planning on teaching and studying the art and science of Negotiations, will realize that they finally have the book that they have been waiting for! In fact, all those planning serious negotiations will ignore this book at their peril." (Farrokh Langdana, Director, Rutgers Executive MBA Program, Professor, Finance and Economics, Rutgers Business School, Author of Macroeconomic Policy: Demystifying Monetary and Fiscal Policy)"Salary negotiations determine our standard of living as well as satisfaction and feeling of fairness with employers, things which most people care deeply about. Yet, this is the first book which focuses on salary negotiations while combining practical strategies with cutting-edge research, teaching people how to turn complicated research into dollar signs. For example, students in my class stated that this book helped them improve their salary by as much as 20 thousand dollars!" (Jennifer Mueller, The Wharton School at the University of Pennsylvania)"A brilliant and compelling book on all aspects of job negotiation. The stepwise treatment of the subject should help everyone from a fresh graduate looking for their first job to the experienced professional. The book also covers the newer aspects like e-mail negotiation while at the same time covers the tougher task of negotiating through headhunters. Definitely a must-read for effective job negotiation." (K.A. Kumar, PhD, Chief Scientific Officer, Symbiotic Research, LLC)"It is definitely a very well-written book, and I enjoyed every word of it. It covers A to Z of job negotiations and I cannot think of any topic which was not addressed in this book. I have 15 years of experience and have been involved in several hiring and other HR decisions and this book surely covers it all. I have not seen any other literature covering these important topics which are so vital in job negotiation process, especially in this age and time." (Adnan M. Pasha, PE, Senior Technical Director, AKRF, Inc.)"I don't think I am a good negotiator and so I wanted to read the book for personal gains. The book was quite helpful. I liked that it provided step by step instructions and gave a break down of the process from interviewing to negotiating successfully. The tips after each section were great because it was a nice way to capture the information and summarize it. Also, I could refer to the tips again without having to reread whole sections. As I was reading chapter three, I thought to myself, 'I wish someone had told me this earlier; I wouldn't have made the interview gaffes that I did by disclosing my salary expectations.' When I read chapter five, the tips were actually relevant to any situation where communication is required I could apply them to my present job too! Thus, I found a lot of the tips beneficial and useful, not just for salary negotiating, but also in everyday life." (Jamila Bilimoria, CPA, CA, Senior Manager, Accounting Reporting, Siemens Corporation)"Kurtzberg and Naquin's analysis of what you need to think about before your next job negotiation is the most thorough compellation in existence. The advice is based on research, is practical, and you can implement this advice. Don't go into your next job negotiation without it!" (Max H. Bazerman, Jesse Isidor Straus Professor of Business Administration, Harvard Business School, Coauthor of Negotiation Genius)About the Author Terri R. Kurtzberg, PhD, is associate professor of management and global business at the Rutgers Business School. Charles E. Naquin, PhD, is associate professor of management at DePaul's Kellstadt Graduate School of Business, Chicago, IL,

where he teaches negotiations and organizational behavior.