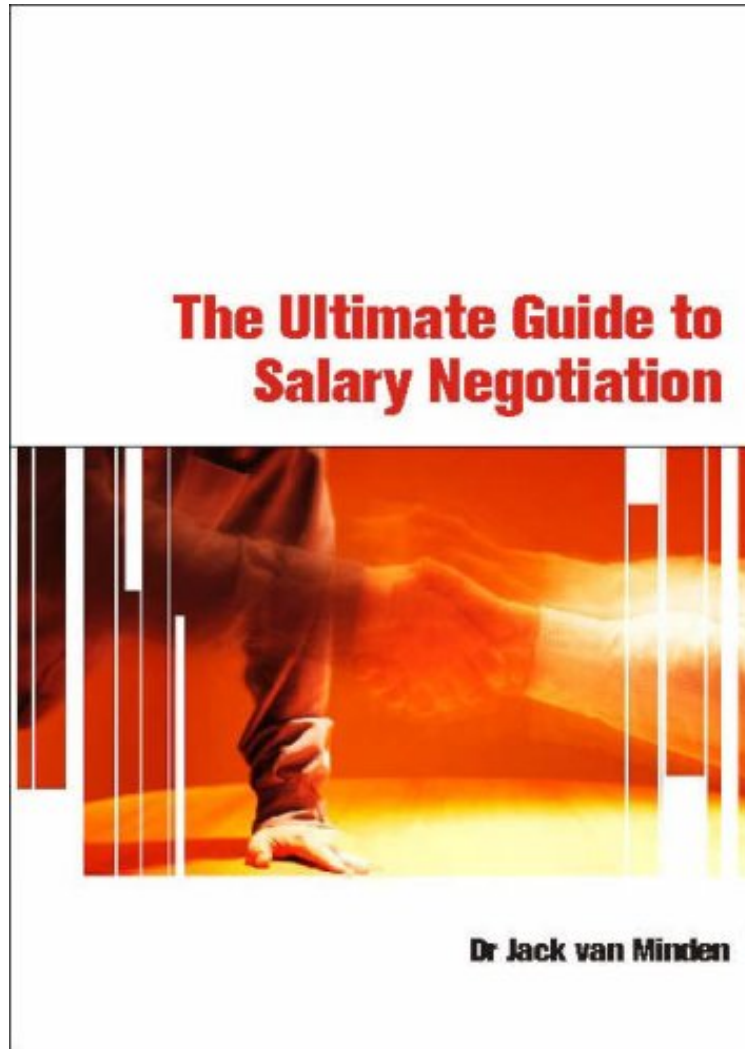


(Download free ebook) The Ultimate Guide to Salary Negotiation

The Ultimate Guide to Salary Negotiation

Jack Van Minden

*audiobook / *ebooks / Download PDF / ePub / DOC*



[Download](#)

[Read Online](#)

#13221747 in Books 2008-09-23 Original language: English PDF # 1 8.27 x .39 x 5.831, .56 #File Name: 1852525789160 pages | File size: 26.Mb

Jack Van Minden : The Ultimate Guide to Salary Negotiation before purchasing it in order to gauge whether or not it would be worth my time, and all praised The Ultimate Guide to Salary Negotiation:

Everyone has to negotiate their salary at least once a year - whether it's part of the dreaded annual appraisal process, or part of an even more intimidating interview process for a new job. This book guides readers through the entire process, from initial valuation of their services, to determining the appropriate negotiating strategy with the particular recruiter/manager in question, and securing the best possible outcome. The book provides a proven technique for successful salary negotiation. With a separate chapter dealing with the special challenges faced by women, the book

provides practical advice to meet all situations.

About the AuthorThe highly regarded psychologist, Dr Jack van Minden, is President of the Psycom consultancy in the Netherlands. He has written many books about the processes of job recruitment, translated into several languages, including the bestselling "All About Psychological Tests and Assessment Centres", also available from Management Books 2000.