

How to Negotiate Your Job Offer - Prof. Deepak Malhotra (Harvard Business School)

694,406 views  4K  124  SHARE  



Deepak Malhotra
Published on Nov 20, 2012


SUBSCRIBE 9.9K

Prof. Deepak Malhotra offers 15 pieces of negotiation advice, followed by Q&A, in an informal session for students at the Harvard Business School. Deepak is the [SHOW MORE](#)


Up next

AUTOPLAY




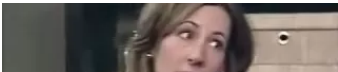
Dan Shapiro: "Negotiating the Nonnegotiable" | Talks at Google
Talks at Google 
27K views



Deepak Malhotra Shares His Award Winning Negotiation Tips | CNBC
CNBC 
6K views



Margaret Neale: Negotiation: Getting What You Want
Stanford Graduate School of Business 
460K views



Salary Negotiation: Do's and Don'ts!
Mary Abbajay



Think Fast, Talk Smart: Communication Techniques

Stanford Graduate School of Business ✓
10M views



Ramit Sethi: "I Will Teach You to Be Rich" | Talks at Google

Talks at Google ✓
240K views



Salary Negotiation: "They're telling me the offer has no flexibility," with

ramitsethi
264K views



MasterCard CEO Ajay Banga on Taking Risks in Your Life and Career

Stanford Graduate School of Business ✓
584K views



Beethoven's 5 Secrets - OneRepublic - The Piano Guys

ThePianoGuys ✓
Recommended for you



Christina Perri - A Thousand Years (Piano/Cello Cover) - The Piano

ThePianoGuys ✓
Recommended for you

Why you will fail to have a great career | Larry Smith | TEDxUW

TEDx Talks
3.3M views

15:00

How to Negotiate The Highest Salary

Brian Tracy
169K views

3:36

Prof Deepak Malhotra - HBS - 2012 Speech to Graduating Harvard MBA

Deepak Malhotra
450K views

54:23

Conducting Effective Negotiations

Stanford Graduate School of Business ✓
428K views

AU

**Clay Christensen at TEDxBoston**

TEDx Talks

544K views

19:31

How to Negotiate Your Salary, with Ramit Sethi

ramitsethi

383K views

14:26

Your body language may shape who you are | Amy Cuddy

TED ✓

13M views

21:03

How to Determine Your Worth and Negotiate Salary

Seattle Pacific University

2.1K views

52:17

How to Win Job Interviews From an Interview Expert and Author

Eric Kramer

479K views

43:55

The Art of Negotiation | Maria Ploumaki | TEDxYouth@Zurich

TEDx Talks

186K views

14:06

SHOW MORE