



Get Paid What You're Worth: The Expert Negotiators Guide to Salary and Compensation (Paperback)

By Robin L Pinkley

St Martin's Press, United States, 2003. Paperback. Condition: New. Reprint. Language: English . Brand New Book ***** Print on Demand *****.Begin getting paid what you're worth---today! Couldn't you use more money? Whether you're entering the workforce for the first time, making a job change, or seeking better compensation for your contributions, Robin L. Pinkley and Gregory B. Northcraft will guide you step-by-step toward getting exactly what you deserve. - Learn why there may be more money available for you than you think. - Get the confidence to turn your strategic thinking into specific action. - Benefit from a panel of negotiations experts and their decades of experience. Applicants who negotiate job offers receive salaries and benefits of significantly more value than those who do not. And the compensation package you negotiate today will affect all your future job offers. Shouldn't it be the best that it can be? Get Paid What You're Worth is the handbook you need to successfully navigate the business of negotiation.



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This publication is really gripping and exciting. It really is basic but unexpected situations in the 50 % in the book. It is extremely difficult to leave it before concluding, once you begin to read the book.

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