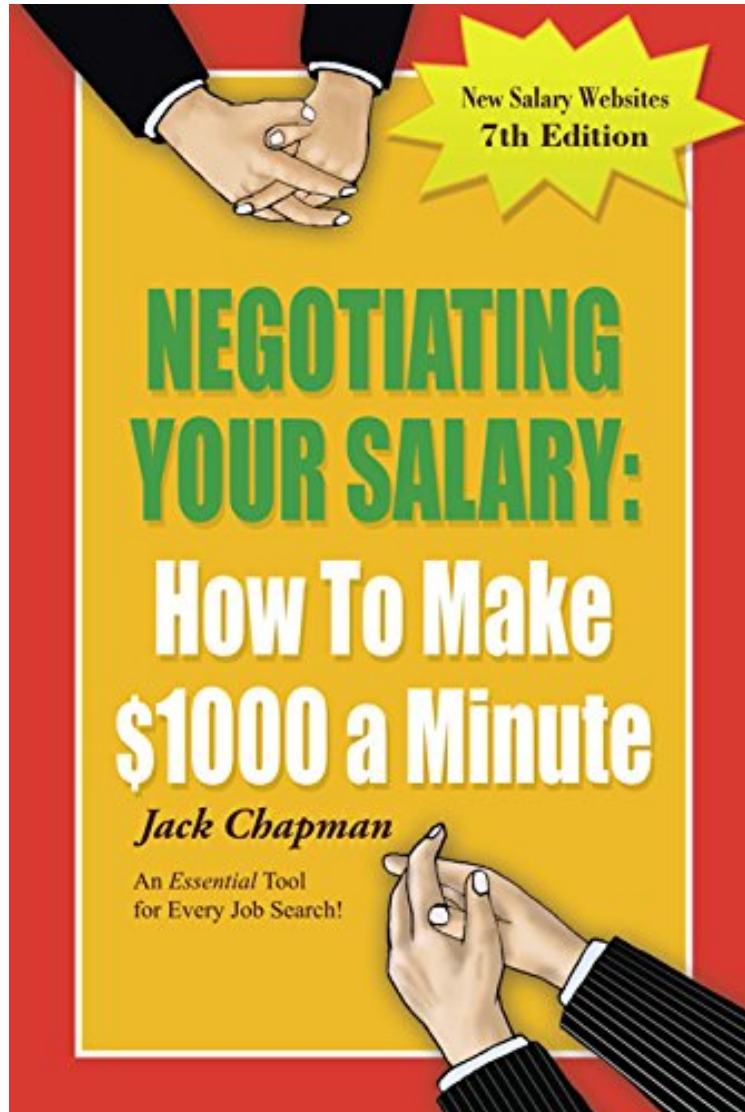


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## Negotiating Your Salary: How To Make \$1000 a Minute

*Jack Chapman*

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**Jack Chapman : Negotiating Your Salary: How To Make \$1000 a Minute** before purchasing it in order to gauge whether or not it would be worth my time, and all praised Negotiating Your Salary: How To Make \$1000 a Minute:

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. Its 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!

Negotiating Your Salary: How to Make \$1000 a Minute has sold more than 250,000 copies because career professionals recommend it and it's better paid readers who applied the strategies, tell their friends. The 7th edition makes it easier than ever to put thousands of extra dollars into one's pocket because of the many key concepts that have been added to the "bible" of salary negotiations. Salary Negotiating has become even more user-friendly. Besides updating all the Internet references and e-tools, and addressing the challenges of negotiating in a melted down economy, the whole logical flow of the book is upgraded. The flow of the negotiating process itself is easier to understand and implement. In addition to the basic rules of negotiation, \$1000 a Minute tells readers when to apply them. The book is reorganized to tell: What to do at the start of the job search, how to "dodge" the salary issue during the job search, what to prepare before a job interview, when to enter into negotiations, and what order to ask for things. Special training is provided in how NOT to jeopardize the offer you have and still negotiate for the offer you want.

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