



## **Strategies for** **Effective Salary Negotiations**

# Salary Negotiation

**Ying Liu**



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**Give Me More Money!** Ron Krannich, Caryl Krannich, 2008 Provides salary negotiation advice for individuals who applying for a job or are seeking a raise or promotion discussing how to figure out one's value and negotiating power evaluate an offer and more and includes a directory of national salary averages [Six Figure Salary Negotiation](#) Michael Zwell, 2008-03-01 More than 7 million Americans make six figure salaries and you can be one of them Corporate recruiter Michael Zwell uses his twenty five years of experience to show you how to reach that goal And he brings you insider advice about salary negotiation from top business leaders including Robert Wright of the Wright Institute Donald P Delves of the Delves Group Catherine Candland of Advantage Human Resourcing Stan Smith of Smith Economics Group Tom Terry of CCA Strategies Judith Wright of the Wright Institute Mylle Magnum of IBT William J White of Bell Howell These industry insiders show you how to negotiate a satisfying job offer or raise They tell you how to ask the right questions and how to close a job offer at the right moment for the best salary and benefits With these experts at your side you ll get the salary and benefits you deserve [Five Minutes to a Higher Salary](#) Lewis C. Lin, 2015-01-02 Written by bestselling author and salary negotiation expert Lewis C Lin Five Minutes to a Higher Salary reveals how you can get a higher salary in five minutes or less Easily get higher salary outcomes by using the book's scripted email and phone templates for over 60 negotiation scenarios Unlike other negotiation books you will never be left guessing how to apply a negotiation theory or principle The book tells how to phrase your negotiation request including the exact words to use Scenarios covered include negotiating Raises Base salaries Bonuses Stock options Early review More vacation time Flexible hours Relocation assistance Tuition reimbursement Severance package Visa sponsorship Special BONUSSES include The magical ONE MINUTE salary negotiation script Frequently asked questions about the negotiation process including common mistakes and SECRET tactics Six bonus email and phone scripts for RECRUITERS and HIRING MANAGERS to close candidates [101 Salary Secrets](#) Daniel Porot, Frances Bolles Haynes, 2013-02-13 Long a best selling author in France career expert Daniel Porot's American debut 101 TOUGHEST INTERVIEW QUESTIONS set a new standard for efficiency and utility in a fast paced job hunting world His follow up volume is just as useful compact and highly focused 101 SALARY SECRETS is packed with invaluable easy to use tips to help you sail confidently through the most critical 15 minutes of any job search negotiating your compensation package **Pay Up!** Kate Dixon, 2020-09-28 Just the thought of negotiating your salary can feel terrifying But here's a secret pay negotiation doesn't have to be scary For over 20 years Kate Dixon has coached clients of all backgrounds through pay negotiations and worked inside all types of organizations managing pay and creating offers Now she's sharing her secrets about the process so you can confidently negotiate your package and earn what you deserve With the clear explanations actionable tips and valuable client stories in Pay UP Unlocking the Secrets of Salary Negotiation you ll learn The terms and concepts you ll encounter and what they mean for you What to research and how to find everything you need

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**The Quick Interview and Salary Negotiation Book** J. Michael Farr,1995 Employer surveys indicate that more than 80% of applicants do not present themselves well in interviews This book explains how to dramatically improve interview skills within a few hours Also explained is how to clearly define job objectives and create a positive first impression Advanced interviewing techniques career planning tips and job search advice are included

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