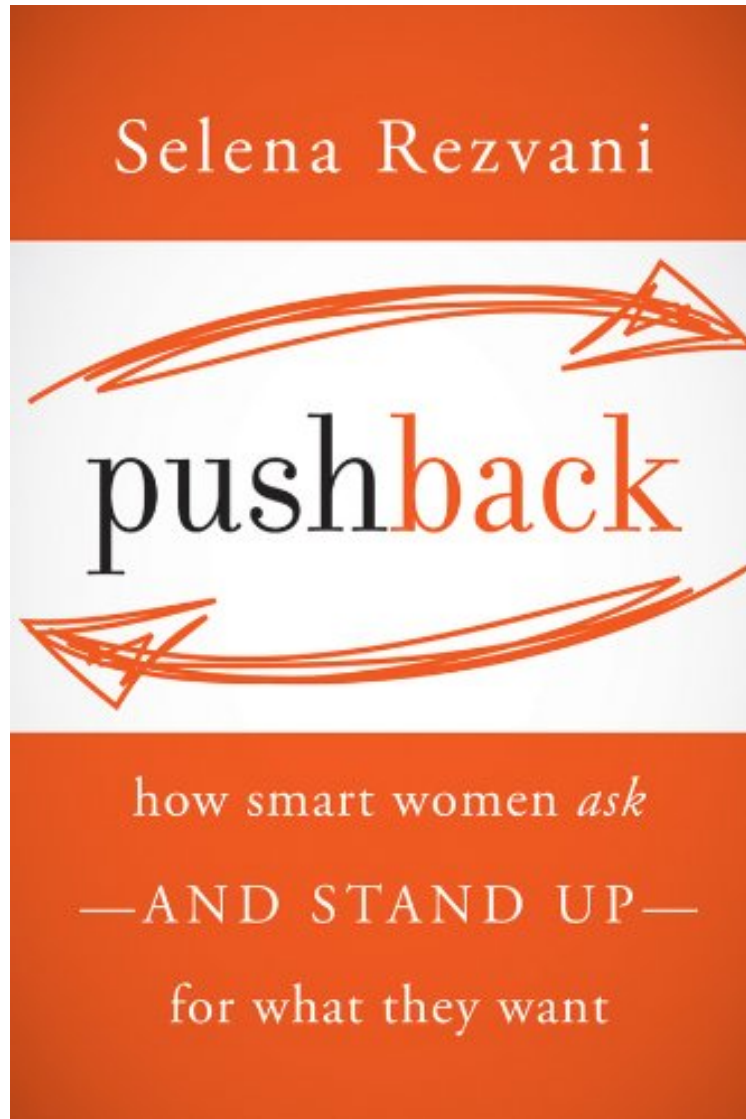


[PDF] Pushback: How Smart Women Ask--and Stand Up--for What They Want

Pushback: How Smart Women Ask--and Stand Up--for What They Want

Selena Rezvani

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Selena Rezvani : Pushback: How Smart Women Ask--and Stand Up--for What They Want before purchasing it in order to gage whether or not it would be worth my time, and all praised Pushback: How Smart Women Ask--and Stand Up--for What They Want:

Popular leadership blogger gives the low-down on standing up for yourself In Pushback, top leadership consultant

Selena Rezvani argues that self-advocacy is critical to success. Yet women initiate negotiations four times less often than men, resulting in getting less of what they want—promotion opportunities, plum assignments, and higher pay. This book shines a light on the real rules of holding your own and pushing back for what is rightfully yours. Drawing on interviews with high-level leaders, Rezvani offers readers in the first half of their career the unedited truth about how women have asked their way to the top and triumphed—and how you can too. Includes interviews with top business leaders such as Marie Chandoha, CEO of Charles Schwab Investment Management; Cindi Bigelow, President of Bigelow Tea Company; Fizzah Jafri, COO at Morgan Stanley; Rosemary Turner, President at UPS; and Irene Chang Britt, Chief Strategy Officer at Campbell's Soup. Offers a reliable and methodic approach to negotiating and navigating tough conversations. Highlights compelling facts and research from the world of psychology and leadership. Insightful and accessible, *Pushback* is a timely resource for savvy women who want to leverage their skills, promote themselves effectively, and fast track their careers.