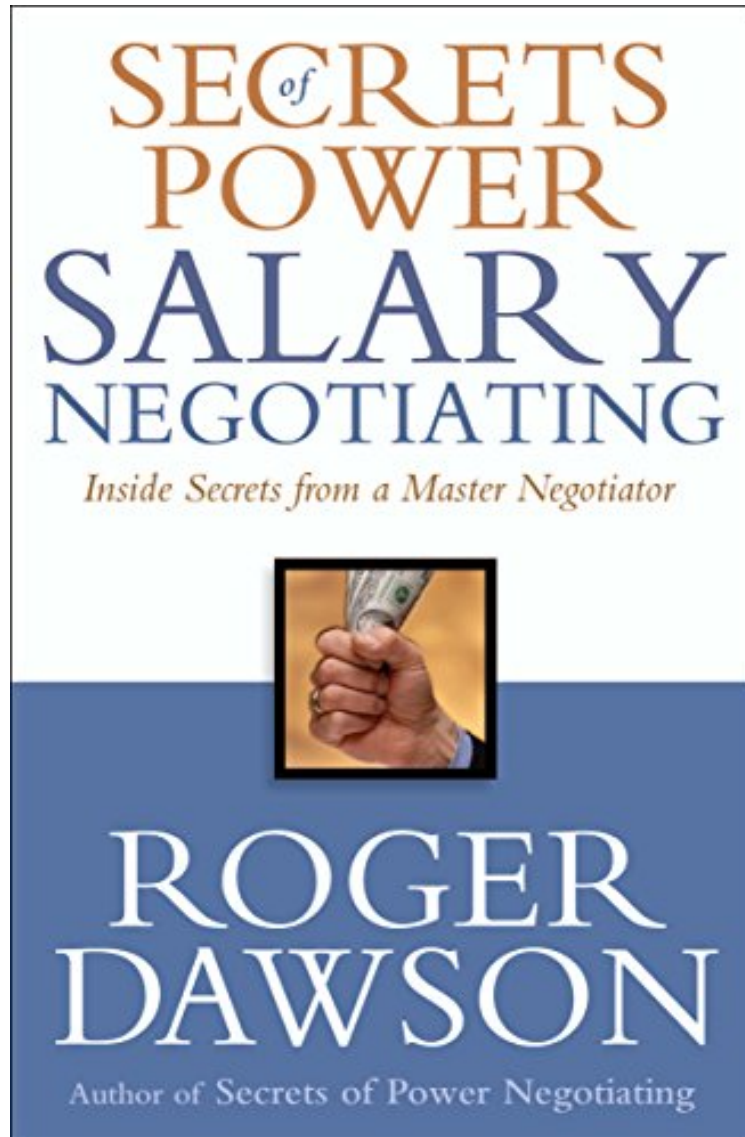


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Secrets of Power Salary Negotiating (Inside Secrets from a Master Negotiator)

Roger Dawson

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Roger Dawson : Secrets of Power Salary Negotiating (Inside Secrets from a Master Negotiator) before purchasing it in order to gauge whether or not it would be worth my time, and all praised Secrets of Power Salary Negotiating (Inside Secrets from a Master Negotiator):

4 of 4 people found the following review helpful. Everything I sought and moreBy Dwayne DThis book was perfect for my purpose. Two things make this book a winner for me:- A previous review indicated that much of the guidance provided in this book is applicable to negotiating, in general, and that the author adapts the guidance for negotiating

salary, in particular. I agree with this assessment completely. The context shared in this book shed light on the art of negotiating that has incited me to further study the subject and consider how I can apply what I learn to more aspects of my professional life; and, through a series of examples and explanations, the book illustrates how to apply the concepts to arrive at a compensation package is of maximum benefit for the payer and payee, alike.- What I like most about this book is that the author takes the time to explain why the techniques introduced are effective. This is crucial if the guidance is to be absorbed and applied with the flavor of a given person's style of communication.0 of 0 people found the following review helpful. A easily read bookBy LJThe negotiation techniques are useful. It would be better if it is more tailor made for salary negotiation by including more examples.0 of 0 people found the following review helpful. Roger Dawson is the negotiation kingBy MikeRoger Dawson is my go to guy for negotiation. I learned a lot from his books and used his methods successfully. This book is especially a must have before any salary negotiation.

Are you earning what you're worth? Master negotiator Roger Dawson shows you how to get a better deal from your current employer and how to negotiate the best deal from a new employer. And you won't come off as greedy, overly aggressive, or selfish. In fact, you'll learn how to win salary negotiations and still leave your boss feeling like he or she has actually won! You'll also learn how to become more valuable to your employer or prospective employer, how to develop power and control over your career, and gain an amazing ability to get what you want.