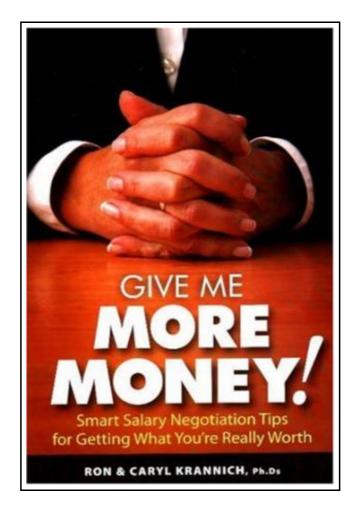
# Give Me More Money!: Smart Salary Negotiation Tips for Getting What You're Really Worth



Filesize: 1.04 MB

#### Reviews

Comprehensive guide! Its this type of very good read through. It is actually writter in simple words and phrases rather than difficult to understand. It is extremely difficult to leave it before concluding, once you begin to read the book.

(Bernie Mante PhD)

### GIVE ME MORE MONEY!: SMART SALARY NEGOTIATION TIPS FOR GETTING WHAT YOU'RE REALLY WORTH



Impact Publications. Paperback. Book Condition: new. BRAND NEW, Give Me More Money!: Smart Salary Negotiation Tips for Getting What You're Really Worth, Ron L. Krannich, Caryl Krannich, How much should you be making? Are you underpaid by hundreds or thousands of pounds a year? What benefits should you receive and what are they worth? Are you prepared to deal with issues relating to stock options and equity incentives? How can you get employers to pay you what you're really worth? If you have not raised these questions, perhaps it's time to do so with the help of this book. The book that answers the most important questions about how you can increase your salary. Whether applying for a job or seeking a raise or promotion, few people know what they are really worth. They frequently underestimate their value, believe salaries am predetermined, avoid talking about money, and fail to adequately negotiate salaries, benefits, and raises. At the same time, employers rend to keep salaries and their decision process secret. How they calculate your value, and the value of the position, largely determines what salary they will offer you. How, then, do you determine your value and negotiate a salary that truly reflects your real worth? Offering insightful analyses and clear prescriptions for salary success, Ron and Caryl Krannich reveal the major ingredients for determining salaries: secrecy, salary history, salary requirements, salary ranges, and negotiating tactics. They dispel numerous myths, outline key salary mistakes, and review major compensation trends in the process of revealing how to: acquire salary information and figure your worth; respond to applications requesting salary history; handle tough interview questions; negotiate a higher salary and terms of employment; finalise the job offer and follow-up with finesse. Filled with insightful analyses, cutting-edge strategies revealing examples, useful sample dialogues, and...

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