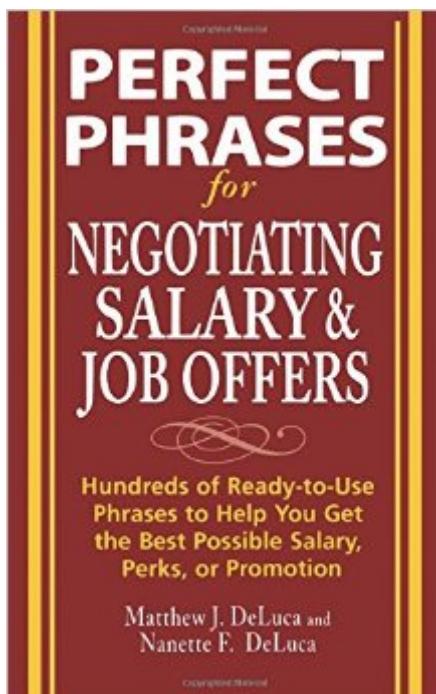


The book was found

Perfect Phrases For Negotiating Salary And Job Offers: Hundreds Of Ready-to-Use Phrases To Help You Get The Best Possible Salary, Perks Or Promotion (Perfect Phrases Series)



Synopsis

The right phrase for every situation . . . every time The latest guide in the top-selling, easy-to-use Perfect Phrases series gives you the correct vocabulary to use to get the best salary or job offer possible. Using words and phrases that take away the taboo surrounding the subject of money, you can ask for what you want-and deserve-with confidence. Provides quick, easy steps that prepare readers for salary negotiations, job interviews, or performance reviews, giving them the competitive edge

Book Information

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Customer Reviews

Sometimes when you are negotiating for higher pay, more benefits, the best starting salary, or a promotion, you just don't know what to say. Issues will come up that you have not thought about and you find yourself unprepared to respond with an appropriate answer. This is where "Perfect Phrases for Negotiating Salary & Job Offers: Hundreds of Ready-to-Use Phrases to Help You Get the Best Possible Salary, Perks, or Promotion" by Matthew J. DeLuca and Nanette F. DeLuca comes in. This book provides a wide range of examples to modify to your own situation and practice before you enter your negotiations. Proper preparation before a negotiation is crucial for negotiating success, and this book will help you prepare the right words for just about any salary or job offer negotiation. The first part of the book focuses on preparing for salary negotiations. It contains advice on figuring out where you are in the negotiation process, why you should receive more money, how

to determine your selling points, defining what compensation means to you, and some basics on how to negotiate. The second part of the book deals with salary questions before and during the recruiting and selection process. This section gives you a number of model responses to various situations such as submitting a salary number versus a salary range, or responding to objections if you are a job seeker fifty years old or older. The third part focuses on negotiating the total compensation offer, including salary, benefits, and perquisites. There are a lot of samples you can use when negotiating salary, bonuses, option, flexible hours, and other compensation related items. This part also contains advice on counteroffers and finalizing offers.

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