



Women Don't Ask: The High Cost of Avoiding Negotiation--and Positive Strategies for Change

Linda Babcock, Sara Laschever

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Combining fascinating research with revealing commentary from hundreds of women, this groundbreaking book explores the personal and societal reasons women seldom ask for what they need, want, and deserve at home and at work—and shows how they can develop this crucial skill.

By neglecting to negotiate her starting salary for her first job, a woman may sacrifice over half a million dollars in earnings by the end of her career. Yet, as research reveals, men are four times more likely to ask for higher pay than are women with the same qualifications. From career promotions to help with child care, studies show time and again that women don't ask—and frequently don't even realize that they can. Women Don't Ask offers real-life examples of the differences between the negotiating habits of men and women, and guides women in retooling their attitudes and approaches. Discover how to:

- Take the first step—choosing to negotiate at all
- Develop a comfortable, effective negotiation style
- Overcome fear, personal entitlement issues, and gender stereotypes



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Glenn Remaley:

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