



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:

In this period of time globalization it is important to someone to obtain information. The information will make you to definitely understand the condition of the world. The health of the world makes the information better to share. You can find a lot of personal references to get information example: internet, newspapers, book, and soon. You can view that now, a lot of publisher which print many kinds of book. Typically the book that recommended for you is Women Don't Ask: The High Cost of Avoiding Negotiation--and Positive Strategies for Change this book consist a lot of the information of the condition of this world now. This particular book was represented so why is the world has grown up. The language styles that writer make usage of to explain it is easy to understand. Typically the writer made some study when he makes this book. Here is why this book appropriate all of you.

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