



The Essentials of Job Negotiations: Proven Strategies for Getting What You Want

Terri R. Kurtzberg, Charles E. Naquin

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Job negotiations can influence one's income, lifestyle, and even relationships. Based on over 50 years of research in social psychology, decision making, organizational behavior, and negotiations, *The Essentials of Job Negotiations: Proven Strategies for Getting What You Want* is full of actionable information that will help readers master the job-negotiation process from start to finish.

This book covers all aspects of job negotiation from interviewing to planning for the negotiation to the actual negotiation dance and the employee-employer relationship that results. Special attention is given to the arts of communication and persuasion to help readers strengthen the ways they present ideas and increase the likelihood of success. Each chapter tackles a different aspect of the job-negotiation process, providing practical tips and true stories and explaining the psychological science behind why certain behaviors work while others don't. Throughout, negotiation theory is integrated with real-life experiences to make the concepts easily accessible.



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