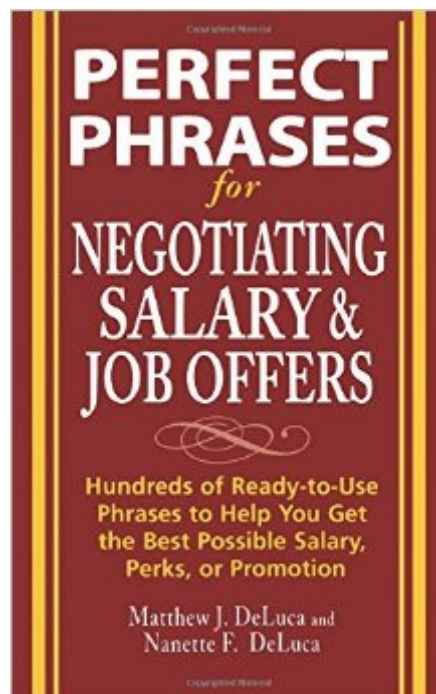


The book was found

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

Series: Perfect Phrases Series

Paperback: 173 pages

Publisher: McGraw-Hill Education; 1 edition (December 12, 2006)

Language: English

ISBN-10: 0071475516

ISBN-13: 978-0071475518

Product Dimensions: 5 x 0.5 x 7.9 inches

Shipping Weight: 5.6 ounces (View shipping rates and policies)

Average Customer Review: 4.1 out of 5 starsÂ Â See all reviewsÂ (16 customer reviews)

Best Sellers Rank: #560,285 in Books (See Top 100 in Books) #277 inÂ Books > Business &

Money > Job Hunting & Careers > Interviewing #540 inÂ Books > Business & Money >

Management & Leadership > Negotiating #2357 inÂ Books > Business & Money > Job Hunting & Careers > Guides

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.

[Download to continue reading...](#)

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) Perfect Phrases for the Perfect Interview: Hundreds of Ready-to-Use Phrases That Succinctly Demonstrate Your Skills, Your Experience and Your Value in Any Interview Situation (Perfect Phrases Series) Perfect Phrases for Conflict Resolution: Hundreds of Ready-to-Use Phrases for Encouraging a More Productive and Efficient Work Environment (Perfect Phrases Series) Perfect Phrases for Office Professionals: Hundreds of ready-to-use phrases for getting respect, recognition, and results in today's workplace (Perfect Phrases Series) Perfect Phrases for Dealing with Difficult People: Hundreds of Ready-to-Use Phrases for Handling Conflict, Confrontations and Challenging Personalities Knock 'em Dead Job Interview: How to Turn Job Interviews Into Job Offers Interview: Job Interview: HOW TO PREPARE FOR A JOB INTERVIEW AND MAKE SURE YOU GET THE JOB YOU DESIRE!: (+2nd FREE BOOK) 50+ Most Essential Questions (Interview, Search, Hunting, Job Interview) 2600 Phrases for Effective Performance Reviews: Ready-to-Use Words and Phrases That Really Get Results 2600 Phrases for Setting Effective Performance Goals: Ready-to-Use Phrases That Really Get Results INTERVIEW: 12 Steps To Successful Job Interviews To End Your Job Search, Get Hired (Finding A Job, Google Interview, Interview Skills, Interview Questions, Career Change, Job Interview, Negotiation) Case Interview Secrets: A Former McKinsey Interviewer Reveals How to Get Multiple Job Offers in Consulting Interview: How To Best Prepare For An Interview And Land Your Dream Job In 2016! (Interview, Interviewing, Successful Interview, Interview Tips, Job Interview, ... Job Offer, Interview Questions, Dream Job) Sharkproof: Get the Job You Want, Keep the Job You Love... in Today's Frenzied Job Market Powerful Phrases for Dealing with Difficult People: Over 325 Ready-to-Use Words and Phrases for Working with Challenging Personalities Ready-to-Use Illustrations of World-Famous Places: 109 Different Copyright-Free Designs Printed One Side (Dover Clip Art Ready-to-Use)

Ready-to-Use Celtic Designs: 96 Different Royalty-Free Designs Printed One Side (Dover Clip Art Ready-to-Use) Ready-to-Use Old-Fashioned Patriotic Cuts (Dover Clip Art Ready-to-Use)
Interviewing: Interview Questions - Job Interview ! Learn How to Job Interview and Master the Key Interview Skills! BONUS INCLUDED! 37 Ways to Have Unstoppable ... Interview! GET THE JOB YOU DESERVE! Book 1) Lean In for Graduates: With New Chapters by Experts, Including Find Your First Job, Negotiate Your Salary, and Own Who You Are Resume: The Secrets to Writing a Resume that is Guaranteed to Get You the Job (Resume Writing, CV, Interview, Career Planning, Cover Letter, Negotiating)

[Dmca](#)