

**THE ESSENTIALS OF JOB NEGOTIATIONS: PROVEN
STRATEGIES FOR GETTING WHAT YOU WANT**

Elliott Cutrona

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4 Key Strategies Women Need To Negotiate A Higher Salary

Filled with solid, accessible, research-backed advice, this book counters myths about job negotiations and maps the way to success. Terri R. Kurtzberg, PhD, is associate professor of management and global business at the Rutgers Business School. Charles E. Naquin, PhD, is associate.

Pris: kr. E-bok, Laddas ned direkt. Köp Essentials of Job Negotiations: Proven Strategies for Getting What You Want av Terri R Kurtzberg, Charles E.

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