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Ask For It: How Women Can Use Negotiation to Get What They Really Want

Linda Babcock, Sara Laschever

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In their groundbreaking book, **Women Don't Ask**, Linda Babcock and Sara Laschever uncovered a startling fact: even women who negotiate brilliantly on behalf of others often falter when it comes to asking for themselves. Now they've developed the action plan that women all over the country requested—a guide to negotiation that starts *before* you get to the bargaining table.

Ask for It explains why it's essential to ask (men do it all the time) and teaches you how to ask effectively, in ways that feel comfortable to you as a woman. Whether you currently avoid negotiating like the plague or consider yourself hard-charging and fearless, Babcock and Laschever's compelling stories of real women will help you recognize how much *more* you deserve—whether it's a raise, that overdue promotion, an exciting new assignment, or even extra help around the house. Their four-phase program, backed by years of research, will show you how to identify what you're really worth, maximize your bargaining power, develop the best strategy for your situation, and manage the reactions and emotions that may arise—on both sides. Guided step-by-step, you'll learn how to draw on the special strengths you bring to the negotiating table to reach agreements that benefit everyone involved.

This collaborative, problem-solving approach will propel you to new places both professionally and personally—and open doors you thought were closed. Because if you never hear no, you're not asking enough.

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Arthur Johnson:

This Ask For It: How Women Can Use Negotiation to Get What They Really Want book is absolutely not ordinary book, you have after that it the world is in your hands. The benefit you have by reading this book is information inside this publication incredible fresh, you will get details which is getting deeper you actually read a lot of information you will get. This specific Ask For It: How Women Can Use Negotiation to Get What They Really Want without we realize teach the one who looking at it become critical in pondering and analyzing. Don't become worry Ask For It: How Women Can Use Negotiation to Get What They Really Want can bring when you are and not make your bag space or bookshelves' grow to be full because you can have it in the lovely laptop even cell phone. This Ask For It: How Women Can Use Negotiation to Get What They Really Want having fine arrangement in word and also layout, so you will not sense uninterested in reading.

Cora Blanchette:

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David Ruby:

Reading a reserve tends to be new life style on this era globalization. With reading through you can get a lot of information that can give you benefit in your life. Together with book everyone in this world can easily share their idea. Books can also inspire a lot of people. Many author can inspire their reader with their story or their experience. Not only situation that share in the books. But also they write about the data about something that you need instance. How to get the good score toefl, or how to teach children, there are many kinds of book that exist now. The authors these days always try to improve their expertise in writing, they also doing some exploration before they write for their book. One of them is this Ask For It: How Women Can Use Negotiation to Get What They Really Want.

Cassandra Giron:

Precisely why? Because this Ask For It: How Women Can Use Negotiation to Get What They Really Want is an unordinary book that the inside of the publication waiting for you to snap this but latter it will surprise you with the secret it inside. Reading this book alongside it was fantastic author who else write the book in such amazing way makes the content interior easier to understand, entertaining approach but still convey the meaning entirely. So , it is good for you for not hesitating having this nowadays or you going to regret it.

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