



Win-Win Career Negotiations: Proven Strategies for Getting What You Want from Your Employer

Peter J. Goodman

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Description: Win–Win Career Negotiations is a comprehensive—yet practical—guide to negotiating your employment agreement or offer letter. Learn the strategies that work, time after time.

Win–Win Career Negotiations shows you how to:

- Apply proven negotiations tactics (from the best-selling book, *Getting to YES*) to all aspects of the hiring and career development process.
- Navigate your way through the negotiation maze, including the initial interview, salary, stock options, bonus, benefits, relocation, severance, annual reviews and everyday on-the-job negotiations with co-workers.
- Learn negotiating strategies through the real-life experiences of successful executives in leading corporations.

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