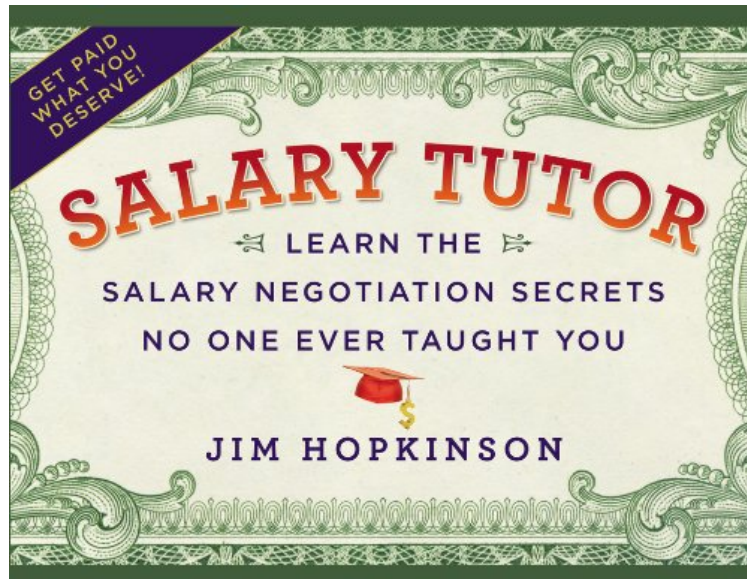


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Salary Tutor: Learn the Salary Negotiation Secrets No One Ever Taught You

Jim Hopkinson

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Jim Hopkinson : Salary Tutor: Learn the Salary Negotiation Secrets No One Ever Taught You before purchasing it in order to gauge whether or not it would be worth my time, and all praised Salary Tutor: Learn the Salary Negotiation Secrets No One Ever Taught You:

0 of 0 people found the following review helpful. The best book on salary topicBy AlexThis is the best book about salary negotiation. I studied and practised it very heavily. I would highly recommend this book to everybody who wants to have higher salary and raise.I also can recommend this book. It's pretty interesting view on the salary.Knowing Your Value: Women, Money and Getting What You're WorthHere is one more excellent book:Getting to Yes: Negotiating Agreement Without Giving InHere is my personal experience about salary negotiation. I got a job offer from USA company at 2011. I didn't negotiate an offer and that was a terrible mistake. Although I was outstanding employee company gave me 20k less than my colleagues. I realized it and found mentioned books about salary negotiation. I spend a lot of time on understanding and practising negotiations. So when I decided to leave my work and accept another challenge I was fully prepared. I've done following research:1. Glassdoor and payscale websites. They are very valuable.2. Colleagues. I had a few friends and they really helped to understand what maximum salary I can get.3. Some government websites: <http://www.bls.gov> and etc.I didn't try to find out the salary range from recruiter. Instead I focused on identifying "fair" salary. I prepared a IRS document and could articulate and explain the fair salary for my position. Recruiter was very impressed with my attitude and research. As result I was able to negotiate the maximum compensation. And yes I've never mentioned my previous salary.9 of 9 people found the following review helpful. !By CocomoNegotiation is not taught in school as Jim Hopkinson mentions in his book. It is also not often mentioned or passed on through your peers. I didn't even know it was an option until I had been working for a bit. Negotiating seemed like you were asking for too much and should be happy enough to just get the position.

Maybe this is a gender difference. Slowly over the years I have improved and changed my perspective about negotiating. Recently I had an opportunity to make a job change and I wanted to make sure I was prepared. Jim's book is an excellent and plain spoken guide with fun personal anecdotes to prepare for salary negotiations. It provided the steps necessary to be as informed and prepared as possible and how to deal with the often premature but persistent "how much are you currently making" question. I also appreciated the salary and additional asks being seen separately. Negotiating salary is one part of the process and negotiating tuition reimbursement, vacation, flex schedule and conferences can be just as important but second part. I felt confident and prepared after reading the book. I was able to negotiate and receive 95% of what I wanted for the new position. I highly recommend the book. Thanks Jim! 8 of 8 people found the following review helpful. It's All About Confidence By Craig H. I met Jim at SXSW this year and he mentioned that his book was coming out soon. I'm a freelancer and I knew I would soon be negotiating a new rate with one of my clients, so I asked him if he had any tips. We talked for a bit and he gave me some advice for freelancers that he mentioned would be included in the paperback version in a few months. I ended up grabbing the ebook as soon as it was available anyway, and it had plenty of useful information on negotiation techniques which can apply to both full-time workers and freelancers. Reading this book and hearing what Jim had to say specific to freelancers gave me confidence to ask for what I felt I was worth. And you know what, it worked! I got a \$20 an hour bump in my rate.

Jim Hopkinson details a novel way to get the the raise you deserve. Using these ten steps, you will be able to confidently and effectively negotiate your salary. With helpful tips and questions throughout, this book gives readers the tools to conquer "the evil HR lady." While other books or websites might list a few standard bullet points on the subject from an expert in the HR field, Jim takes a "novel approach," weaving interesting stories, case studies, graphs, humor, and personal experience to make the topic come alive. The book also educates the reader on: Discovering the two simple - but vital - questions you need to answer for success Harnessing your social media network to gather valuable information Mastering successful FBI negotiation techniques to your advantage Creating a one-of-a-kind document to secure the highest salary range Using Jim's "Right back at Ya" Method to regain control of an interview

About the Author Jim Hopkinson is a Marketing Director at Conde Nast Digital, working on the online marketing, analytics, and social media strategy for brands such as Wired. He hosts a popular marketing blog and podcast called The Hopkinson Report, which mixes entertaining coverage of new media marketing trends, interviews with entrepreneurs, and analysis of companies driving the growth of the digital age. His energetic and passionate approach has been called "audible caffeine." Jim also teaches a class called Social Media: Strategies for Marketing Success at New York University, enjoys serving as a mentor for young business professionals, and was named one of min's "Top 21 Social Media Superstars" in 2009. An avid sports fan, prior to Conde Nast Jim spent 8 years at ESPN, first as a technical producer in Seattle, followed by online marketing for ESPN.com and Mobile ESPN in New York City. Before ESPN, he was the third employee at a Boston-based multimedia startup that pioneered the use of MPEG video within interactive applications. Jim has a BS in Business Administration from Bryant College.