

# Secrets of Power Salary Negotiating: Inside Secrets from a Master Negotiator

*Roger Dawson*

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## SECRETS *of* POWER SALARY NEGOTIATING *Inside Secrets from a Master Negotiator*



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#755478 in Books 2006-06-15Original language:EnglishPDF # 1 8.50 x .55 x 5.50l, .60 #File Name:  
1564148602240 pages | File size: 37.Mb

**Roger Dawson : Secrets of Power Salary Negotiating: Inside Secrets from a Master Negotiator** before purchasing it in order to gage whether or not it would be worth my time, and all praised Secrets of Power Salary Negotiating: Inside Secrets from a Master Negotiator:

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for my purpose. Two things make this book a winner for me:- A previous review indicated that much of the guidance provided in this book is applicable to negotiating, in general, and that the author adapts the guidance for negotiating salary, in particular. I agree with this assessment completely. The context shared in this book shed light on the art of negotiating that has incited me to further study the subject and consider how I can apply what I learn to more aspects of my professional life; and, through a series of examples and explanations, the book illustrates how to apply the concepts to arrive at a compensation package is of maximum benefit for the payer and payee, alike.- What I like most about this book is that the author takes the time to explain why the techniques introduced are effective. This is crucial if the guidance is to be absorbed and applied with the flavor of a given person's style of communication.0 of 0 people found the following review helpful. A easily read bookBy LJThe negotiation techniques are useful. It would be better if it is more tailor made for salary negotiation by including more examples.0 of 0 people found the following review helpful. Roger Dawson is the negotiation kingBy MikeRoger Dawson is my go to guy for negotiation. I learned a lot from his books and used his methods successfully. This book is especially a must have before any salary negotiation.

Are you earning what you're worth? Master negotiator Roger Dawson shows you how to get a better deal from your current employer and how to negotiate the best deal from a new employer. And you won't come off as greedy, overly aggressive, or selfish. In fact, you'll learn how to win salary negotiations and still leave your boss feeling like he or she has actually won! You'll also learn how to become more valuable to your employer or prospective employer, how to develop power and control over your career, and gain an amazing ability to get what you want.

From the Back Cover"Roger Dawson knows negotiating. These tips will provide even the most timid negotiator with the tools to get the salary he or she deserves." - Ron Fry, author of 101 Great Answers to the Toughest Interview QuestionsAbout the AuthorRoger Dawson (La Habra Heights, CA) is one of the country's top experts on the art of negotiating. As a full-time speaker since 1982, he has trained executives, managers, and salespeople throughout the U.S., Canada, Asia and Australia. He is one of only a few professionals in the world to have been awarded both the CSP and CPAE by the National Speakers Association, their two highest awards. He was inducted into the Speakers Hall of Fame in 1991. He is the author of Secrets of Power Negotiating, Secrets of Power Negotiating for Salespeople and Secrets of Power Persuasion (all Career Press).