

A Woman's Guide to Successful Negotiating



Barbara Kimmel

How to Confine,
Collaborate, and
Create Your Way
to Agreement

Let's Kill Mother and Her Little Sister

A Womans Guide To Successful Negotiating Second Edition

CO Houle



A Woman's Guide To Successful Negotiating Second Edition:

A Woman's Guide to Successful Negotiating: How to Convince, Collaborate, & Create Your Way to Agreement Lee E. Miller, Jessica Miller, 2002-04-22 All day every day we negotiate with our friends spouses children boss customers and co workers A Woman's Guide to Successful Negotiating builds on women's innate skills in professional and personal situations Drawing upon their considerable experience as a top corporate negotiator and as an investment banker Lee and Jessica Miller have developed proven strategies tactics and techniques that tap into women's abilities to convince collaborate and create The authors feature innovative strategies for negotiating with aggressive men and competitive women The authors also explore the ten common mistakes women make during negotiations and how to avoid making them In addition the book will teach you 3 keys to successful negotiating Whether negotiating for a raise or where to go to dinner with your boyfriend this book shows you how to get what you want What others are saying about A Woman's Guide to Successful Negotiating Breakthrough perspective Every woman can benefit from this indispensable guide to getting what you want Cathleen Black President Hearst Magazines No matter what the situation this book provides you with the negotiating techniques and the overall confidence to deal with the issue Rose Marie Bravo Chief Executive Officer Burberry Ltd Whether you are in the boardroom or at home with your kids this book shows you how to get what you want and do it with style Lisa Hall Chief Operating Officer Oxygen Media Lots of practical advice on how to win with a woman's touch Jan Hopkins Anchor CNN Street Sweep A useful book for women on the art of negotiating in business in personal relationships in every area of life Donna Lagani Publishing Director Cosmopolitan Group publisher of Cosmopolitan magazine and CosmoGirl An invaluable source of wisdom for woman young and old who want to take their place in the world Christine Baranski Emmy and Tony Award Winning Actress A Woman's Guide to Successful Negotiating, Second Edition, 2nd Edition Lee Miller, Jessica Miller, 2010 Breakthrough perspective Every woman can benefit from this indispensable guide to getting what you want Cathie Black Chairman Hearst Magazines No matter what the situation this book provides you with the negotiating techniques and the overall confidence to deal with the issue Rose Marie Bravo Chief Executive Officer Burberry Ltd Much of life is one great big negotiation and in A Woman's Guide to Successful Negotiating this father daughter team lets women in on the secrets they have learned over their lifetimes Gail Evans Author Play Like a Man Win Like a Woman SEE WHY ATLANTA WOMAN MaGaZiNE SELEcTED THiS BOOK aS ONE OF THE 50 BEST BOOKS FOr WOrkING WOMEN Are you afraid to ask for that raise or promotion or just don't know how Ever wonder why some women who get divorced end up with the financial re sources they need to get on with their lives while others suffer a drastic reduction in lifestyle Discover the three keys to negotiating success for women Understand the 10 most common mistakes that women make and how to avoid them Learn from women such as CEO of Avon Andrea Jung Chairman of Hearst Magazines Cathie Black Emmy winning actress Christine Baranski and television anchor Alexis Glick how to get what you deserve in every aspect of your life

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