

《完美谈判关键词 Perfect Phr》

图书基本信息

书名：《完美谈判关键词 Perfect Phrases for Negotiating》

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内容概要

The right phrase for every situation . . . every time The latest guide in the top-selling, easy-to-use Perfect Phrases series gives you the correct vocabulary to use to get the best salary or job offer possible. Using words and phrases that take away the taboo surrounding the subject of money, you can ask for what you want-and deserve-with confidence. Provides quick, easy steps that prepare readers for salary negotiations, job interviews, or performance reviews, giving them the competitive edge

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书籍目录

Part One:Preparing for Salary Negotiation Where Are You Coming From? What Is Your Current Situation?
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Think You Should Get Paid More Money? Why Now? Emotions versus Pragmatics What Is Your
Role in the Company as Opposed to Your Stated Position? How to Create and Expand Your Knowledge Base
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Industry, and Economy: Research Your Options Thinking Outside of the Pay Envelope Define
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