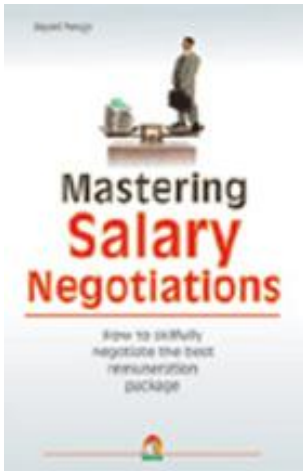




Mastering Salary Negotiations



Author: Jayant Neogy
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After receiving the job offer, however, there still remains the critical matter of negotiating the salary and compensation package commensurate with your market value. Such negotiations are delicate and crucial. Unfortunately, there are few guidelines for salary negotiations that a candidate can follow and the task is especially daunting for a fresh entrant to the job market. This book provides readers with tried-and-tested procedures for negotiating a top compensation package. Besides tips and techniques, the book also contains self-assessment tests for readers to verify how well they have grasped the essentials of negotiating skills. In short, this book contains all that is needed to transform the novice into a master negotiator.

Some Glimpses:

- * Be fully aware about your market value, employer's background, current market demand for your skills, quality and extent of the competition--negotiate accordingly, no matter what you have been paid in the past
- * Handling unacceptable offers *Negotiating Incentives and benefits
- * Testing yourself *Closing the negotiations
- * Understanding the process *Negotiating a salary increase

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