



Ask For It: How Women Can Use Negotiation to Get What They Really Want

Linda Babcock, Sara Laschever

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In their groundbreaking book, **Women Don't Ask**, Linda Babcock and Sara Laschever uncovered a startling fact: even women who negotiate brilliantly on behalf of others often falter when it comes to asking for themselves. Now they've developed the action plan that women all over the country requested—a guide to negotiation that starts *before* you get to the bargaining table.

Ask for It explains why it's essential to ask (men do it all the time) and teaches you how to ask effectively, in ways that feel comfortable to you as a woman. Whether you currently avoid negotiating like the plague or consider yourself hard-charging and fearless, Babcock and Laschever's compelling stories of real women will help you recognize how much *more* you deserve—whether it's a raise, that overdue promotion, an exciting new assignment, or even extra help around the house. Their four-phase program, backed by years of research, will show you how to identify what you're really worth, maximize your bargaining power, develop the best strategy for your situation, and manage the reactions and emotions that may arise—on both sides. Guided step-by-step, you'll learn how to draw on the special strengths you bring to the negotiating table to reach agreements that benefit everyone involved.

This collaborative, problem-solving approach will propel you to new places both professionally and personally—and open doors you thought were closed. Because if you never hear no, you're not asking enough.

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Chantal Dow:

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William Henslee:

Playing with family inside a park, coming to see the coastal world or hanging out with friends is thing that usually you will have done when you have spare time, in that case why you don't try matter that really opposite from that. Just one activity that make you not sensation tired but still relaxing, trilling like on roller coaster you are ride on and with addition of knowledge. Even you love Ask For It: How Women Can Use Negotiation to Get What They Really Want, you are able to enjoy both. It is good combination right, you still need to miss it? What kind of hangout type is it? Oh can occur its mind hangout men. What? Still don't understand it, oh come on its named reading friends.

Virginia White:

Ask For It: How Women Can Use Negotiation to Get What They Really Want can be one of your starter books that are good idea. All of us recommend that straight away because this publication has good vocabulary that will increase your knowledge in vocab, easy to understand, bit entertaining but delivering the information. The writer giving his/her effort to put every word into pleasure arrangement in writing Ask For It: How Women Can Use Negotiation to Get What They Really Want but doesn't forget the main stage, giving the reader the hottest and based confirm resource facts that maybe you can be considered one of it. This great information could drawn you into brand-new stage of crucial considering.

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