



# Negotiating Your Salary: How To Make \$1000 a Minute

*M.A. Jack Chapman*

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## **Negotiating Your Salary: How To Make \$1000 a Minute** M.A. Jack Chapman

Negotiating Your Salary: How to Make \$1000 a Minute has sold more than 250,000 copies because career professionals recommend it and it's better paid readers who applied the strategies, tell their friends. The 7th edition makes it easier than ever to put thousands of extra dollars into one's pocket because of the many key concepts that have been added to the "bible" of salary negotiations.

Salary Negotiating has become even more user-friendly. Besides updating all the Internet references and e-tools, and addressing the challenges of negotiating in a melted down economy, the whole logical flow of the book is upgraded. The flow of the negotiating process itself is easier to understand and implement.

In addition to the basic rules of negotiation, \$1000 a Minute tells readers when to apply them. The book is reorganized to tell: What to do at the start of the job search, how to "dodge" the salary issue during the job search, what to prepare before a job interview, when to enter into negotiations, and what order to ask for things. Special training is provided in how NOT to jeopardize the offer you have and still negotiate for the offer you want.



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