



Give Me More Money!: Smart Salary Negotiation Tips for Getting What You're Really Worth

By Ron L. Krannich, Caryl Krannich

Impact Publications. Paperback. Book Condition: new. BRAND NEW, Give Me More Money!: Smart Salary Negotiation Tips for Getting What You're Really Worth, Ron L. Krannich, Caryl Krannich, How much should you be making? Are you underpaid by hundreds or thousands of pounds a year? What benefits should you receive and what are they worth? Are you prepared to deal with issues relating to stock options and equity incentives? How can you get employers to pay you what you're really worth? If you have not raised these questions, perhaps it's time to do so with the help of this book. The book that answers the most important questions about how you can increase your salary. Whether applying for a job or seeking a raise or promotion, few people know what they are really worth. They frequently underestimate their value, believe salaries are predetermined, avoid talking about money, and fail to adequately negotiate salaries, benefits, and raises. At the same time, employers tend to keep salaries and their decision process secret. How they calculate your value, and the value of the position, largely determines what salary they will offer you. How, then, do you determine your value and negotiate a salary that...



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