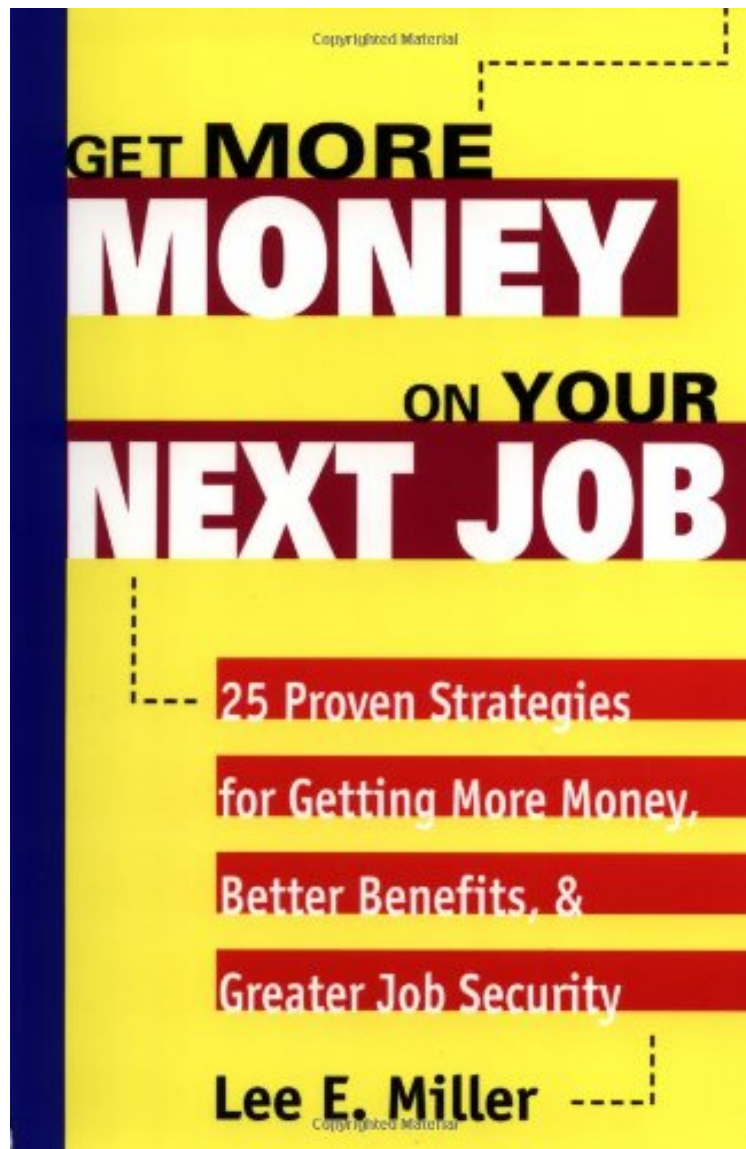


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Get More Money on Your Next Job: 25 Proven Strategies for Getting More Money, Better Benefits, and Greater Job Security

Lee E. Miller

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This book just helped me negotiate a better employment offer for myself. I got the increased wage that I asked for and written clarification of the work location and my reporting relationship. I didn't get a severance package, I was told nobody has one, but I am not leaving one employer for another. I'm just adding a client, albeit an important one. I love that this book talks so much about what to say, not simply how to say it. I feel like it gave me the confidence to tell myself, "Hey, these people want to hire you so try to get the best deal you can." My guess is that now I'm in a better position to ask for more once I prove myself. As a woman, negotiating pay is extremely important. This book does a great job of explaining how to get what you want while also preserving goodwill between yourself and the employer. Five stars.
0 of 0 people found the following review helpful. Easy read with a wealth of useful information.
By Russel Sterling
This book was easy to read and full of great information. While a lot of the content seems to apply only to high level executives, a lot of what is discussed really can apply to whatever position you're looking for. I am nowhere near executive level and found many tips and tricks useful for negotiating. Even just reading about all the different tactics gave me much needed confidence in what I was doing. This book will be most useful if you are starting to look for another job. There is information on how to handle the "money question" in interviews so it's well worth getting this book before you actually start the interview process. This book will easily pay for itself when finding a new job.
2 of 3 people found the following review helpful. A Must in Today's Wintery Economy
By Rick Hubbard
For you, and me, this book is just in time! Harvard-trained attorney and Fortune 500 HR Executive, Lee E. Miller, has written the book all of us--regardless of whether we're unemployed, employed and looking, recent college graduate, etc.--should read and keep at the ready. In a direct, practical engaging manner, Miller equips the reader with the special knowledge to negotiate the "total compensation package" we desire. He reveals how to turn frustration into fungible compensation. How to create leverage when we feel we're at a disadvantage. How to focus our preparation, gain an understanding of what to expect, and use that special knowledge to influence compensation negotiation in favorable ways. He also reveals common mistakes that we've all made, and should avoid, which have sapped--literally--millions from our net worth. By the time you've read the first 14 pages of this book, it will be clear: compensation negotiation is not something we have properly learned, practiced, prepared for, or have perfected. Be sure to read the chapter on page 27 ("Beyond Research") in which Miller lays out ways to offset the disequilibrium between employer and employee. Are you--like me--flummoxed when asked "What's your current salary?" See the first of Miller's 25 strategies (p. 52). Strategies 4 5 combine to build the value of the position (and your incumbency) in the mind of the employer...which translates to higher-valued compensation packages. As a Technology Executive with a decades-spanning career, I can say without hyperbole: had Miller published this book earlier in my career, it would have meant millions to me. It will for you too.

Maximize your bargaining power and get the best package possible, with the help of a seasoned professional who has negotiated hundreds of employment packages. Lee E. Miller, human resources executive, college professor, and counsel to numerous Fortune 1000 companies and senior executives, prepares you for every step of the process, disclosing secrets that can garner a higher salary, better benefits, bonuses, and little-known perks. Twenty-five can't-miss techniques plus "10 unbreakable negotiating commandments" provide invaluable help and information for everyone who works for a living, at every level of employment.

.com Get More Money on Your Next Job: 25 Proven Strategies for Getting More Money, Better Benefits Greater Job Security, by employment attorney and human resource executive Lee Miller, is a compilation of tactics that anyone can use to negotiate optimum deals when changing jobs. Outlining overall principles along with specific techniques, the book details how employment candidates can boost their cause by properly responding to questions--and in turn asking the right ones--during the interview process. Get More Money on Your Next Job also offers advice especially for women and the unemployed, and information on using headhunters and other professionals in a job search.
From the Back Cover
An invaluable career resource before you change jobs. In Get More Money on Your Next Job, prominent employment law expert and master negotiator Lee Miller discloses the secrets that will help you get the best possible deal from your new employer--from a higher salary and better benefits all the way to the stock options, signing bonuses, and other perks generally offered only to a select few. You'll learn how to up the ante when you do take a new position; how to find out and use "privileged" information to your advantage; and how to make sure you receive--and keep--the deal you were promised in the event of a boss leaving, a reorganization, or a takeover. Miller conveys such invaluable tips as: How to parlay your current salary to a higher level--without lying; The likeability factor: disagreeing without being disagreeable; Using follow-up memos as a negotiating tool; Closing the deal: "Just one more thing. . ."; When and how to walk away; PLUS: the "10" unbreakable negotiating commandments" every job-seeker must follow. . . case histories and anecdotes. . . and chapter summaries. These winning strategies can help anyone--from salesperson to CEO--master each step of the job negotiation process, from before the first interview right through to the final offer. Whether you're moving up the corporate ladder, just starting out, or between jobs, arm yourself with these can't miss techniques and you'll approach your next job search with more confidence, more leverage, clearer goals, and a valuable skill you will take with you to every interview for your entire career. About the

Author Lee E. Miller is a recognized expert who has negotiated hundreds of employment agreements for everyone from department store personnel to Fortune 1000 executives. A graduate of Harvard Law School and former partner in a major east coast law firm, he was previously a Corporate Vice President for Macy's. He is presently Senior Vice President of Human Resources for one of the nation's premier specialty retailers. Mr. Miller also teaches in the MBA program at Seton Hall University's Stillman School of Business, and is a frequent lecturer to professional groups on how to negotiate employment agreements.