

**THE ESSENTIALS OF JOB NEGOTIATIONS: PROVEN
STRATEGIES FOR GETTING WHAT YOU WANT**

Sarah Perusse

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Filled with solid, accessible, research-backed advice, this book counters myths about job negotiations and maps the way to success. Terri R. Kurtzberg, PhD, is associate professor of management and global business at the Rutgers Business School. Charles E. Naquin, PhD, is associate.

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