



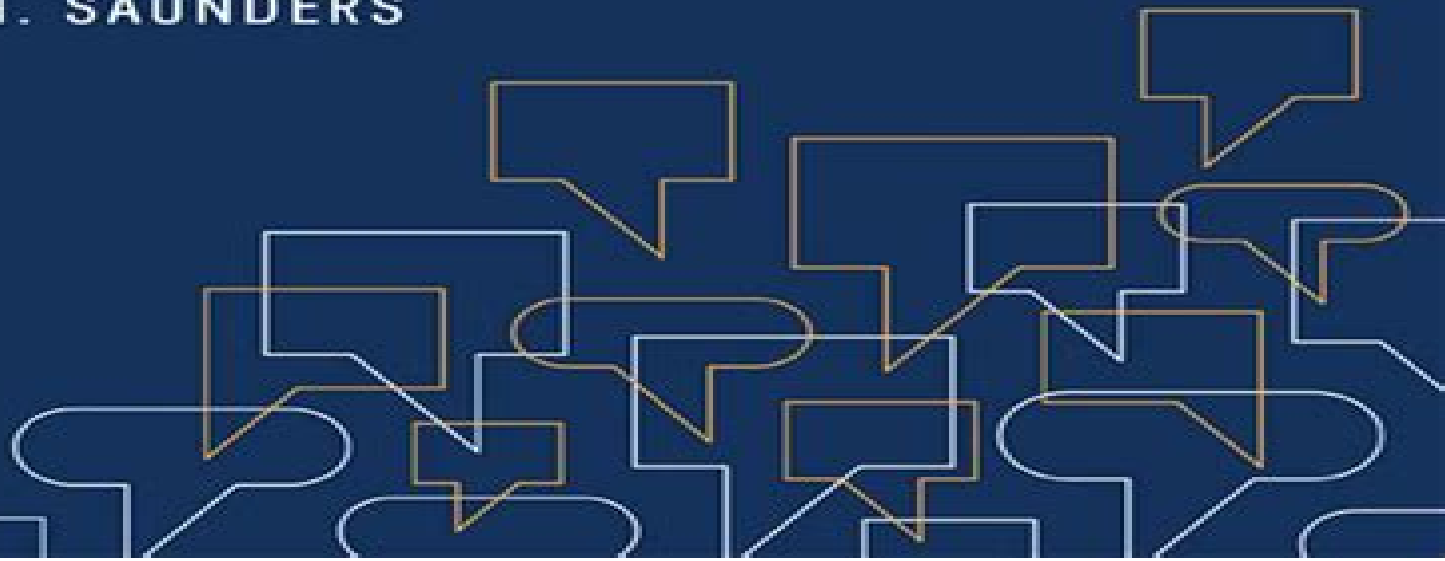
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# NEGOTIATION

**Readings, Exercises and Cases**

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# Salary Negotiation Lewicki Instructors Guide To Exercises

**Fiona McQuarrie**



## **Salary Negotiation Lewicki Instructors Guide To Exercises:**

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Winning the Salary Game Sherry Chastain, Dianne Littwin, Gonnie McClung Siegel, 1980-01-01 Examples and case studies are interspersed with descriptions of the art fundamentals and strategies of negotiating a salary increase designed to help women increase self esteem and earn wages on par with those of men and which reflect fairly job abilities and performance

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