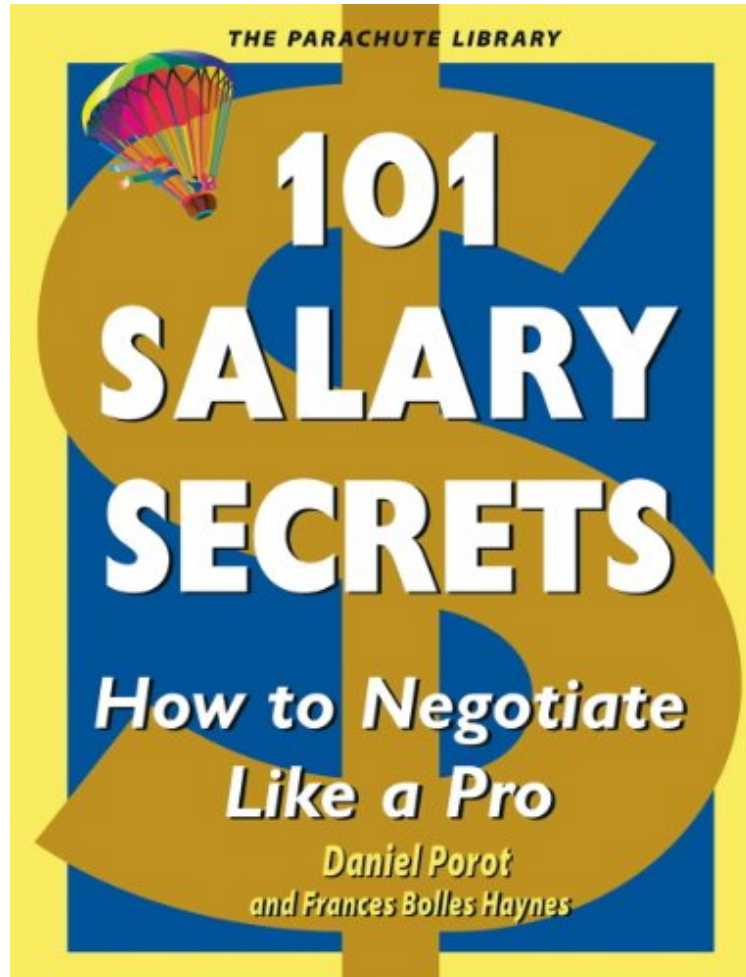


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## 101 Salary Secrets: How to Negotiate Like a Pro

*Daniel Porot, Frances Bolles Haynes*  
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**Daniel Porot, Frances Bolles Haynes : 101 Salary Secrets: How to Negotiate Like a Pro** before purchasing it in order to gage whether or not it would be worth my time, and all praised 101 Salary Secrets: How to Negotiate Like a Pro:

1 of 1 people found the following review helpful. If you want one book on salary negotiation, this is it. By Liam Hickey I am a career coach, and I teach salary negotiation largely from this book. It is an easy, quick read with great information and is straight to the point. It tells you how long a negotiation lasts, what "buy" signals to look for, how to create options in the negotiation, and \*specifically\* what to say to control the conversation. The only two things this book could improve on are (1) how to practice and (2) the phrasing of some of the specific responses to questions. So, here's what you need to know on these: (1) Practice with friends who are hiring managers, obviously, but also practice with recruiting firms ("headhunters"). They will always ask the salary question early, and you can practice techniques in this book to get comfortable having these conversations and controlling them. Besides, you have nothing to lose in these situations. Career fairs are also good, because you will be able to practice several times with different people in

the same afternoon. (2) Some responses in the book sound strange. Take the idea and use your own words instead. You will sound far more smooth and confident using words familiar to you rather than someone else's words. Again, I teach from this book and I highly recommend it. You will learn quickly. As the book talks about, you can make a lot of money in three minutes, but you have to know how! 2 of 2 people found the following review helpful. For Quick Reference By Terry Pile I like this quick reference guide and use it frequently with my clients. It offers a variety of scenarios with brief explanations. I also like Jack Chapman's "Negotiating Your Salary: How to make \$1000 a Minute" because of its depth. But if you are looking for a quick reference without too much detail, this is a great little resource. 3 of 5 people found the following review helpful. Not useful, not readable By Randy U This tiny little 3"x3" book may have a couple of somewhat obvious ideas but overall there are much better books out there with real ideas and strategies for getting a raise or negotiating salary. Try Jack Chapman's "How to Make \$1000 a Minute"

Long a best-selling author in France, career expert Daniel Porot's American debut, 101 TOUGHEST INTERVIEW QUESTIONS, set a new standard for efficiency and utility in a fast-paced job-hunting world. His follow-up volume is just as useful, compact, and highly focused. 101 SALARY SECRETS is packed with invaluable, easy-to-use tips to help you sail confidently through the most critical 15 minutes of any job-search: negotiating your compensation package.

"Work, money bliss: advice you can bank on." - Glamour "Bargain for the big bucks with a little help." -The Fresno Bee "Get the Salary You Deserve!... With its compact format and highly focused advice, this book offers the most concise preparation techniques available-and in today's fast-paced job-hunting world, that kind of efficiency can make all the difference....Outlines everything you need to know to maximize your earning potential." -New Equipment Digest "Negotiating the salary you want in three minutes." The book is described as, "small enough to fit in the inside jacket pocket of uncertain job candidates moving from interview to interview" and "offers advice on boosting confidence and improving chances that job-seekers will get the money they think they deserve, not simply the first offer made by the employer." - Washington Times About the Author DANIEL POROT is one of France's foremost career counselors and job-hunting experts. With over a dozen best-selling career books published in French, Daniel brings his innovative expertise across the Atlantic for the first time to aid American job-hunters in their search for their place in our increasingly competitive job market. FRANCES BOLLES HAYNES has worked in the field of career development for twenty years. She is the co-author of 101 TOUGHEST INTERVIEW QUESTIONS... and has served on the training staff of Richard Bolles. She lives in Newport Beach, CA with her husband and son.