



# Six Figure Salary Negotiation: Industry Insiders Get You the Money You Deserve

*Michael Zwell*

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## **Six Figure Salary Negotiation: Industry Insiders Get You the Money You Deserve** Michael Zwell

"Six-Figure Salary Negotiation" is the insider's guide to salary and benefit negotiation with wisdom and advice from six CEOs who are global experts in employment issues. The book takes a pragmatic and strategic approach to salary negotiations from determining one's value to interviewing and negotiating. Throughout the book, the author and experts interviewed share highly effective negotiation strategies and techniques. Each chapter features: interviews with CEOs who are recognised experts in areas related to specific employment issues, as well as CEOs of other leading firms; stories and anecdotes related to employment, compensation, and salary negotiations; and, exercises, tips, and checklists on each topic to help readers devise their own personalised strategies.

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