

NEGOTIATION RESOURCES

- BOOKS -

- ◆ **Ask For It: How Women Can Use the Power of Negotiation to Get What They Really Want** (2008) by Linda Babcock and Sara Laschever
- ◆ [Bargaining for Advantage: Negotiation Strategies for Reasonable People](#) (2006) by G. Richard Shell
- ◆ **Everyday Negotiation: Navigating the Hidden Agendas in Bargaining** (2003) by [Deborah M. Kolb](#) & [Judith Williams](#)
- ◆ [Fearless Negotiating: The Wish, Want, Walk Method to Reaching Solutions That Work](#) (2007) by Michael Donaldson
- ◆ **Get Paid What You're Worth: The Expert Negotiators' Guide to Salary and Compensation** (2003) by [Robin L. Pinkley](#) & [Gregory B. Northcraft](#)
- ◆ [Negotiation Genius: How to Overcome Obstacles and Achieve Brilliant Results at the Bargaining Table and Beyond](#) (2008) by Deepak Malhotra and Max Bazerman
- ◆ **The Good Girl's Guide to Negotiating: How to Get What You Want at the Bargaining Table** (2001) by [Elizabeth Austin](#) & [Leslie Whitaker](#)
- ◆ **The Only Negotiating Guide You'll Ever Need : 101 Ways to Win Every Time in Any Situation** (2003) by [Jane Flaherty](#) & [Peter B. Stark](#)
- ◆ **The Power of Nice: How to Negotiate So Everyone Wins- Especially You!** (2001) by [Ronald M. Shapiro](#) & [Mark A. Jankowski](#)
- ◆ **Women Don't Ask: Negotiation and the Gender Divide** (2003) by Linda Babcock & Sara Laschever

- WEB SITES -

- **Difficult Negotiations, Difficult People:**
http://www.batna.com/difficult_v4.html
- **Four Negotiating Mistakes Women Often Make:**
<http://www2.massgeneral.org/facultydevelopment/owc/pdf/Four%20Negotiating%20Mistakes%20That%20Women%20Often%20Make.pdf>
- **Job Star Salary Negotiation Web sites:**
<http://jobstar.org/tools/salary/negotstr.cfm>
- **Noel Smith-Wenkle Salary Negotiation Method:**
<http://www.nmt.edu/~shipman/org/noel.html>
- **Negotiation Coach Library/Monster.com:**
<http://midcareer.monster.com/experts/negotiation/>
- **Salary Negotiation Skills & Strategies:** http://www.1st-writer.com/negotiation_skills.htm
- **Salary Negotiation Guide:** <http://susanireland.com/salarywork.html#8>

Salary Calculators

- **Cost of Living:** <http://cgi.money.cnn.com/tools/costofliving/costofliving.html>
- **Jobstar:** <http://jobstar.org/tools/salary/index.php>
- **PayScale:** www.payscale.com
- **Salary.com:** www.salary.com
- **SalaryDirectory:** <http://www.salarydirectory.com>