



Negotiating Your Salary: How to Make \$1000 a Minute Revised

Jack Chapman

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Proving your worth to a potential employer can begin well before the negotiating interview-which is why you need to be prepared. For 15 years, *Negotiating Your Salary* has been the bible for salary negotiations and, updated for the new millennium, this career classic is back to coach a new generation of job hunters. Nationally known career advisor Jack Chapman teaches you when to bring up the salary issue, how to respond to interviewers' offers, and simple strategies that can help you double your salary. For the already employed, he also covers how to make the most of raises and salary reviews, and much more. This revised edition includes a new chapter on the ins and outs of negotiating with dot-coms and start-ups, and information on stock options and vesting schedules. With **NEGOTIATING YOUR SALARY** you can be sure to get every last penny that you deserve.

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