

## **Negotiating At Work Turn Small Wins Into Big Gains**

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### **Negotiating at Work: Turn Small Wins into Big Gains ...**

When we negotiate for new opportunities or increased flexibility, we never do it in a vacuum. We challenge the status quo and we build out the path for others to negotiate those issues after us. In this way, negotiating for ourselves at work can create small wins that can grow into something bigger, for ourselves and our organizations.

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Negotiating at Work (Hardcover) Turn Small Wins Into Big Gains. By Deborah M. Kolb, Jessica L. Porter. Jossey-Bass, 9781118352410, 288pp. Publication Date: January 27, 2015

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Negotiation expert Deborah Kolb visited Google's Cambridge, MA office to discuss her book, "Negotiating at Work: Turn Small Wins into Big Gains". The book offers practical advice for managing your ...

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Negotiating at Work: Turn Small Wins into Big Gains: Kolb, Deborah M., Porter, Jessica L.: 9781118352410: Books - Amazon.ca

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Negotiating at Work is a valuable resource to help talented women rise to the top." Patricia Fili-Krushel, chairman, NBCUniversal News Group "Deborah Kolb continues the important message of Knowing Your Value in her latest book by providing specific tools and tactics that have the power to reshape a woman's trajectory at work.

### **"Negotiating at Work: Turn Small Wins into Big Gains": A ...**

The Program on Negotiation at Harvard Law School is pleased to present: Negotiating at Work: Turn Small Wins into Big Gains with Deborah Kolb Professor Emerita, Simmons College School of Management Tuesday, November 17 4:00-5:15 PM Pound Hall 102 Harvard Law School Campus Free and open to the public; refreshments will be served. About the book: Negotiation is undoubtedly essential to ...

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Negotiating at Work: Turn Small Wins into Big Gains [Kolb, Deborah M., Porter, Jessica L.] on Amazon.com. \*FREE\* shipping on qualifying offers. Negotiating at Work: Turn Small Wins into Big Gains

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Buy Negotiating at Work: Turn Small Wins into Big Gains 1 by Kolb, Deborah M., Porter, Jessica L. (ISBN: 9781118352410) from Amazon's Book Store. Everyday low prices and free delivery on eligible orders.

## **Deborah Kolb: "Negotiating at Work: Turn Small Wins into Big Gains" | Talks At Google**

Negotiating At Work Turn Small Wins into Big Gains Deborah Kolb & Jessica Porter Selected by TIME as one of the best negotiation books of 2015, Negotiating at Work offers practical advice for managing your own workplace negotiations: how to get opportunities, promotions, flexibility, buy-in, support, and credit for your work.

## **Negotiating at work : turn small wins into big gains ...**

Negotiating at Work: Turn Small Wins into Big Gains. Deborah M. Kolb, Jessica L. Porter. John Wiley & Sons, Jan 27, 2015 - Business & Economics - 288 pages. 0 Reviews. Understand the context of negotiations to achieve better results. Negotiation has always been at the heart of solving problems at work.

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