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Women Don't Ask offers real-
life examples of the
differences between the
negotiating habits of men

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and women, and guides women in retooling their attitudes and approaches. Discover how to:

- Take the first step—choosing to negotiate at all
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Description. Combining fascinating research with revealing commentary from hundreds of women, this groundbreaking book explores the personal and societal reasons women seldom ask for what they need, want, and

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negotiation at home and at work—and shows how they can develop this crucial skill. By neglecting to negotiate her starting salary for her first job, a woman may sacrifice over half a million dollars in earnings by the end of her career.

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Women Don't Ask starts off
strong, making a powerful
case that women's large wage
discrepancies can be at
least partly explained by
their failure to negotiate
better salaries and benefits
for themselves, failure to
ask for what they want, and
consistent undervaluation of
themselves. These

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negotiation and positive strategies for change
differences don't arise out of nowhere, we learn; from a young age girls are discouraged from asserting their own desires and instructed to value relationships over promoting themselves.

Women Don't Ask: Negotiation and the Gender Divide by ...

Women Don't Ask. Whether it's a higher salary, much-deserved promotion, or more help at home, women find it hard to ask for what they want. They pay for this reluctance in every aspect of their lives—in lost income, slower career progress, barred access to leadership roles at work and

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health risks at home. Drawing on research in psychology, sociology, organizational behavior and economics as well as interviews with men and women from all walks of life, Women Don't Ask has become the ...

Women Don't Ask – SARA LASCHEVER

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positive way - hes also a human, totally off-limits to shifters of her kind. ...

Women Dont Ask The High Cost of Avoiding Negotiation and

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The women just don't ask." It turns out that whether they want higher salaries or more help at home, women often find it hard to ask. Sometimes they don't know that change is possible - they don't know that they can ask. Sometimes they fear that asking may damage a relationship.

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