

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

By Deborah M. Kolb; Jessica L. Porter



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the first step is to see if there is really any reason to negotiate. If you are going into a small The no-go number is the number that you will turn

<http://www.businessinsider.com/how-to-negotiate-salary-without-offending-2012-9>

Each of these leaders is poised to enter a negotiation about vacation. Deborah M. Kolb is the author of *Negotiating at Work: Turn Small Wins into Big*

<https://hbr.org/2015/06/how-to-negotiate-for-vacation-time>

Deborah is the author of *Negotiating At Work: Turn Small Wins Into Big Gains* of negotiating, leadership, and gender. Deborah M. Kolb, Jessica L. Porter;

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<http://www.wiley-vch.de/publish/en/books/forthcomingTitles/BA00/1-118-35241-6/>

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the basic principles of negotiation the negotiator must be good at making small concessions seem big, and turn I also love that we can all work

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