

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

By Deborah M. Kolb; Jessica L. Porter



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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 <http://www.pon.harvard.edu/shop/negotiating-at-work/>

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Each of these leaders is poised to enter a negotiation about vacation. Deborah M. Kolb is the of Negotiating at Work: Turn Small Wins into Big <https://hbr.org/2015/06/how-to-negotiate-for-vacation-time>

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for his clients as possible during salary negotiations
(which, in turn, to salary negotiation is just one small
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<http://www.fastcompany.com/3044777/work-smart/six-books-to-help-you-improve-your-negotiation-skills>

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

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Feb 26, 2015 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

<http://www.youtube.com/watch?v=3VIpVnR1Tkg>

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negotiating for ourselves at work can create small wins
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These small wins for individuals can aggregate and begin to chip
Attacking Culture One Negotiation at a Time By Deborah M. Kolb & Jessica L. Porter Published
<http://changethis.com/manifesto/show/128.04.WorkNegotiations>

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<http://www.researchandmarkets.com/reports/2935923/negotiating-at-work-turn-small-wins-into-big.pdf>

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