

Negotiating At Work Turn Small Wins Into Big Gains

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Big Gains. Kolb and Porter take you step by step on how to properly and efficiently negotiate—from recognizing you have a situation to negotiate, to preparing and positioning yourself for negotiation. Negotiating at Work: Turn Small Wins Into Big Gains - Blog In this way, negotiating for ourselves at work can create small wins that can grow into something bigger, for ourselves and our organizations. Seen in this way, negotiation becomes a tool for addressing ineffective practices and outdated assumptions, and for creating change. Negotiating at Work: Turn Small Wins into Big Gains ... Professor Kolb is an authority on gender issues in negotiation and leadership. Her new book, Negotiating at Work: Turn

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