



Ask For It: How Women Can Use the Power of Negotiation to Get What They Really Want

Linda Babcock, Sara Laschever

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From the authors of **Women Don't Ask**, the groundbreaking book that revealed just how much women lose when they avoid negotiation, here is the action plan that women all over the country requested—a guide to negotiating anything effectively using strategies that feel comfortable to you as a woman.

Whether it's a raise, that overdue promotion, an exciting new assignment, or even extra help around the house, this four-phase program, backed by years of research and practical success, will show you how to recognize how much *more* you really deserve, maximize your bargaining power, develop the best strategy for your situation, and manage the reactions and emotions that may arise—on both sides. Guided step-by-step, you'll learn how to draw on your special strengths to reach agreements that benefit everyone involved. This collaborative, problem-solving approach will propel you to new places both professionally and personally—and open doors you thought were closed.

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Nona Smith:

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