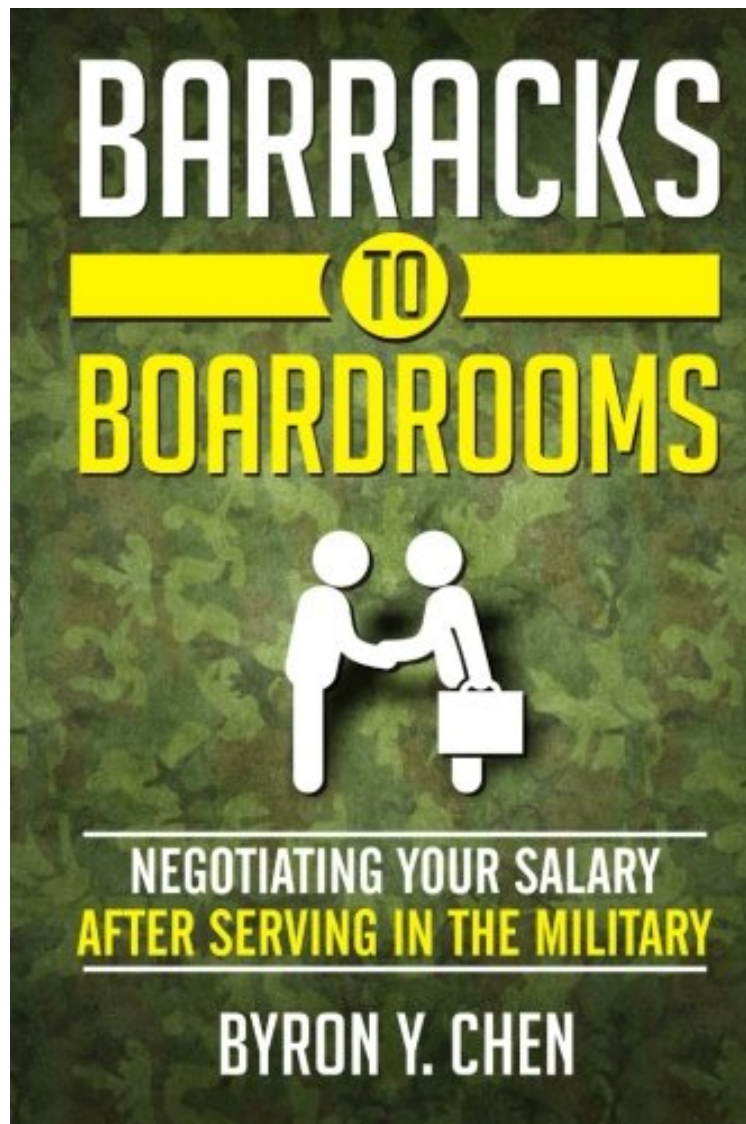


(Library ebook) Barracks To Boardrooms: Negotiating Your Salary After Serving In The Military

Barracks To Boardrooms: Negotiating Your Salary After Serving In The Military

Byron Y. Chen

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Byron Y. Chen : Barracks To Boardrooms: Negotiating Your Salary After Serving In The Military before purchasing it in order to gage whether or not it would be worth my time, and all praised Barracks To Boardrooms: Negotiating Your Salary After Serving In The Military:

2 of 2 people found the following review helpful. This is the Book I Wish I Had Before Accepting My First Post-Military Job OfferBy Ryan GuinaTransitioning from active duty into the civilian world was one of the most difficult

things I have done in my professional career. One thing I didn't do a great job of was negotiating my starting salary. I took the first offer that came in, and was happy to get it. (I had already been unemployed for 6 months at that time, and I was ready to get started!). In retrospect, I could have, and should have, negotiated my salary. But I didn't know how or where to start. I wish I would have had a guide to help me. This book would have given me the confidence to believe I was worth a higher starting salary, and the necessary strategies to successfully negotiate a higher starting pay. Thankfully, all ended well, as the initial job offer came in only slightly less than my target number, and I received a much larger salary increase less than two years later when I changed companies. And that job offer I did negotiate! This book applies to all salary negotiations, and even non-veterans would benefit from this book (there is some military specific language, but not enough to deter people without a military background). Highly recommended for anyone who needs to negotiate their salary. 2 of 2 people found the following review helpful. Great, quick read with a ton of useful information. By PeterGreat, quick read with a ton of useful information. Active military are paid a fixed salary based on rank and experience, so negotiating a salary is not something I ever had to think about. It actually made me feel self-conscious to talk to my employer about a raise. Byron's book taught me some great skills that made asking for a raise much easier, and more effective. Don't downplay what you are worth...this book helped get me on track to meet my full earning potential. 2 of 2 people found the following review helpful. Finally: Well-Needed Guidance for Negotiating Salaries. By DahliaI bought this book for my husband, who is a Marine veteran. He noted that Byron's commonsense advice would be very helpful to today's veterans leaving the military because this is not a topic that is ever discussed before it is too late. We appreciate Byron taking the time to put his helpful thoughts and tips into a well-packaged book that will certainly benefit many others.

People lose out on thousands of dollars every year because they don't think they have the leverage to negotiate their salaries. But YOU can learn the skills, strategies, and scripts to negotiate without fear, prove your value to your employer, and get paid what you're worth. Not negotiating can be more costly than you think. A 25-year-old who negotiated a starting salary will earn \$634,000 more than a non-negotiator [in their lifetime]. - Who Asks and Who Receives in Salary Negotiation In reality, companies are more ready than ever to attract and hold on to talent. But only if their employees ASK FOR IT. Yet, most people still treat negotiation as some long lost secretive art that they will never have the ability to do. Byron Chen has taken his experiences consulting with veterans on career transitions after the military to put together the definitive guide on conducting your own salary negotiation. Barracks To Boardrooms provides the how-to knowledge developed from real world scenarios, hard lessons learned, and contemporary research. Ever wonder why some people get paid more, even when they do the same work as you? How do you negotiate without losing the offer? Can you make demands without negatively affecting your relationship with your company? What's a reasonable counter offer to make in a negotiation? What tactics are employers using to keep your salary low? All of these concerns are covered in the book, along with a systematic process that includes strategies, scripts, and tactics you can use in any situation. Take control of your career and negotiate the way other professionals do to be compensated at top of the industry rates. You owe it to yourself. Get over your fears, overcome your doubts, and learn the skills you need to get paid what you deserve.