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Karen James Chopra LPC

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The Savvy Career Counselor



By Karen James Chopra,
LPC, MCC, NCC

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Karen James Chopra LPC : Coaching Career Clients on Salary and Other Workplace Negotiations (Volume 1) before purchasing it in order to gauge whether or not it would be worth my time, and all praised Coaching Career Clients on Salary and Other Workplace Negotiations (Volume 1):

0 of 0 people found the following review helpful. All you need to prepare your clients to negotiateBy CaraNThis is an excellent, in-depth guide to help you prepare your clients (or yourself) to negotiate salaries, raises, and promotions. The concepts are explained clearly with examples that cover emotions and skills/techniques. As Chopra emphasizes,

emotions are often what gets in the way of successful negotiating. She explains the natural anxiety and how to deal with it. It is a short book and a quick read. It's one I highly recommend and keep handy for working with clients. I look forward to more volumes in "The Savvy Career Counselor" series. 0 of 0 people found the following review helpful. Five Stars
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very good book
0 of 0 people found the following review helpful. Read this book to increase your income!
By Paula Brand
This book is a must read for anyone who wants to master negotiations in the workplace, especially salary negotiation. Providing clear and easy to implement actions, the author shows you how to gain leverage and improve your outcomes when negotiating. With a background as a State Dept. negotiator combined with her expertise in the career industry, Karen Chopra shares the secrets to improving your negotiation skills at work by giving you step by step instructions. Its a quick read at 100 pages but it will change your life if you put the advice to work. After reading this book, I implemented the recommendations and put my negotiating skills to the test. It was a challenge for me since Ive never considered myself a great negotiator but after following her advice, my boss agreed to a title change with an increase in salary. I can honestly say, it works!

Career counselors and coaches get a step-by-step tour through the tricky process of coaching clients on salary and other workplace negotiations. From ways to utilize leverage and avoid traps, to sealing the deal, this book will answer questions counselors and coaches face when guiding clients through salary negotiations. Karen Chopra, a private-practice career counselor who was a trade negotiator for the U.S. Government in a previous career, takes the guess work out of salary coaching. Readers will be able to help clients, whether entry level workers or senior executives, improve their negotiating skills. The techniques taught do not impinge on the client's right to remain in control of their negotiating decisions. Although intended as a guide for career professionals, this easy-to-read book can also help the lay reader develop better negotiating skills. *Coaching Career Clients on Salary and Other Workplace Negotiations* is the first book in the "Savvy Career Counselor" series of guides for career counselors and coaches.

About the Author
Karen James Chopra, LPC, MCC, NCC, a career counselor and therapist in private practice in Washington, D.C., has helped hundreds of clients achieve their career goals. She is the creator of the Integrative Career Counseling (ICC) model, a holistic approach that combines career and personal counseling. In 2009, Ms. Chopra was invited by the Washington Post to inaugurate its online "Career Coach" feature. She has also written numerous other articles on career counseling and the business of private practice. A former trade negotiator in the Office of the United States Trade Representative, she is particularly interested in helping counselors, coaches and clients develop their negotiation skills.