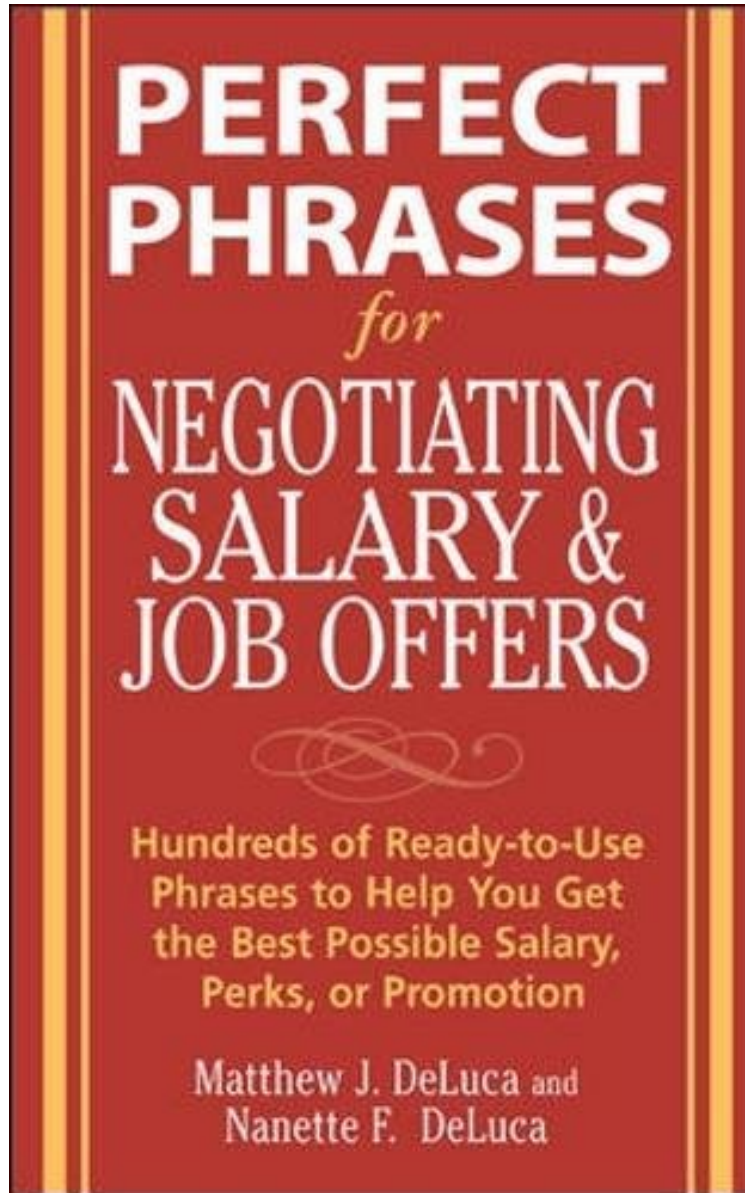


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## **Perfect Phrases for Negotiating Salary and Job Offers: Hundreds of Ready-to-Use Phrases to Help You Get the Best Possible Salary, Perks or Promotion (Perfect Phrases Series)**

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before purchasing it in order to gauge whether or not it would be worth my time, and all praised Perfect Phrases for Negotiating Salary and Job Offers: Hundreds of Ready-to-Use Phrases to Help You Get the Best Possible Salary, Perks or Promotion (Perfect Phrases Series):

15 of 16 people found the following review helpful. Some great ideas, balanced with some horrible ideas  
By TwoDrummers  
I found this book somewhat mediocre. There were indeed a lot of great phrases in there, but there was also a lot of just so-so phrases as well. What I find troubling though, is that there are a lot of really bad phrases that any halfway decent career coach would strongly recommend against ever using. There is a whole section on negotiating a raise at your current job based on personal financial circumstances. "My kid's private school tuition went up," or "My husband's hours got cut." You never, ever ask for a raise based on these sorts of things. So you have to have some general idea of what you should and should not say to get any good use out of this book.  
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About the Author  
Matthew and Nanette DeLuca are the authors of the bestsellers Best Answers to the 201 Most Frequently Asked Interview Questions and More Best Answers to the 201 Most Frequently Asked Interview Questions. Matt is a principal in the Management Resource Group a human resource consulting, training, and recruiting company. More of their great career advice can be found at [www.job-interview.net](http://www.job-interview.net).