



A Woman's Guide to Successful Negotiating: How to Convince, Collaborate, & Create Your Way to Agreement: How to Convince, Collaborate, & Create Your Way to Agreement

Lee E. Miller, Jessica Miller

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All day, every day, we negotiate: with our friends, spouses, children, boss, customers, and co-workers. *A Woman's Guide to Successful Negotiating* builds on women's innate skills in professional and personal situations. Drawing upon their considerable experience, as a top corporate negotiator and as an investment banker, Lee and Jessica Miller have developed proven strategies, tactics, and techniques that tap into women's abilities to convince, collaborate and create. The authors feature innovative strategies for negotiating with aggressive men and competitive women. The authors also explore the ten common mistakes women make during negotiations and how to avoid making them. In addition, the book will teach you 3 keys to successful negotiating. Whether negotiating for a raise or where to go to dinner with your boyfriend, this book shows you how to get what you want.

What others are saying about *A Woman's Guide to Successful Negotiating*:

"Breakthrough perspective. Every woman can benefit from this indispensable guide to getting what you want."--Cathleen Black, President, Hearst Magazines

"No matter what the situation, this book provides you with the negotiating techniques and the overall confidence to deal with the issue."--Rose Marie Bravo, Chief Executive Officer, Burberry Ltd.

"Whether you are in the boardroom or at home with your kids, this book shows you how to get what you want and do it with style."--Lisa Hall, Chief Operating Officer, Oxygen Media

"Lots of practical advice on how to win with a woman's touch."--Jan Hopkins, Anchor, CNN Street Sweep

"A useful book for women on the art of negotiating . . . in business, in personal relationships, in every area of life."--Donna Lagani, Publishing Director, Cosmopolitan Group, publisher of *Cosmopolitan* magazine and *CosmoGirl*

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