Negotiation Resources

*Asserting Yourself: A Practical Guide to Positive Change, Sharon Bower and Gordon H. Bower

*The Assertiveness Workbook: How to Express your Ideas and Stand Up for Yourself at Work and in Relationships, Randy Paterson

Balancing Career and Family: Overcoming the Superwoman Syndrome, by Marian Thomas

Breaking the Glass Ceiling: Can Women Reach the Top of America’s Largest Corporations, Morrison, White, and the Creative Learning

Conquer Your Critical Inner Voice: A Revolutionary Program to Counter Negative Thoughts and Live Free from Imagined Limitations, Robert W. Firestone, Lisa Firestone, Joyce Catlett, and Pat Love

Evaluating and Negotiating Your Compensation Arrangements: Understanding the Process and Ensuring Your Future, Sharon Yenney and American Medical Association

Getting to 50/50: How Working Couples Can Have It All by Sharing It All, Sharon Meers and Joanna Strober

Handling Diversity in the Workplace: Communication is the Key, Kay DuPont


How to Argue and Win Every Time, Gerry Spence

*Nice Girls Don’t Get the Corner Office: 101 Unconscious Mistakes Women Make that Sabotage Their Careers, Lois P. Frankel, Ph.D.

The No Asshole Rule: Building a Civilized Workplace and Surviving One That Isn’t, Robert I. Sutton

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), Matthew DeLuca and Nanette DeLuca

Responsible Assertive Behavior, A. Lange, and P. Jakubowski

Secrets of Six-Figure Women, Barbara Stanny

*The Smart Woman’s Guide to Interviewing and Salary Negotiation, Julie Adair King

*What Men Don’t Tell Women About Business: Opening Up the Heavily Guarded Alpha Male Playbook, Christopher V. Flett

*Women Don’t Ask: The High Cost of Avoiding Negotiation--and Positive Strategies for Change, Linda Babcock and Sara Laschever

* denotes resources used in this presentation

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