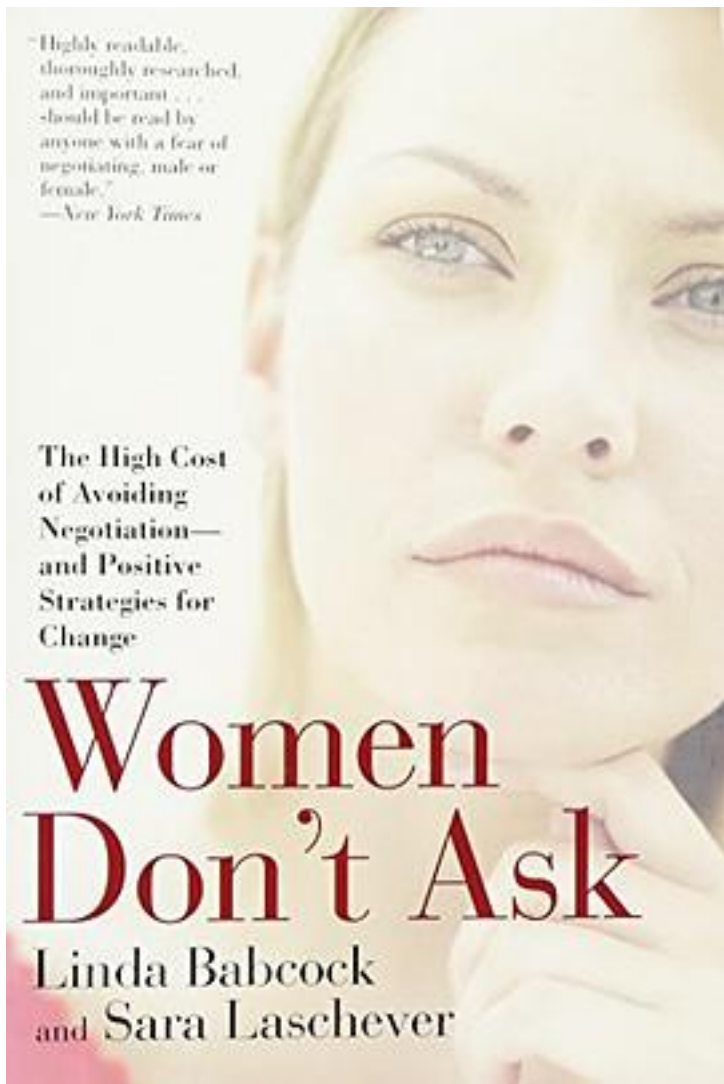


Women Don't Ask



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出版者:Bantam

出版时间:2007-2-27

装帧:Paperback

isbn:9780553383874

Combining fascinating research with revealing commentary from hundreds of women, this groundbreaking book explores the personal and societal reasons women seldom ask for what they need, want, and deserve at home and at work—and shows how they can develop this crucial skill.

By neglecting to negotiate her starting salary for her first job, a woman may sacrifice over half a million dollars in earnings by the end of her career. Yet, as research reveals, men are four times more likely to ask for higher pay than are women with the same qualifications. From career promotions to help with child care, studies show time and again that women don't ask—and frequently don't even realize that they can. *Women Don't Ask* offers real-life examples of the differences between the negotiating habits of men and women, and guides women in retooling their attitudes and approaches. Discover how to:

- Take the first step—choosing to negotiate at all
- Develop a comfortable, effective negotiation style
- Overcome fear, personal entitlement issues, and gender stereotypes

作者介绍:

Linda Babcock is James M. Walton Professor of Economics at the H. John Heinz III School of Public Policy and Management of Carnegie Mellon University in Pittsburgh, Pennsylvania. She has also been a visiting professor at Harvard Business School, The University of Chicago Graduate School of Business, and the California Institute of Technology. A specialist in negotiation and dispute resolution, her research has appeared in the most prestigious economics, industrial relations, and law journals.

Sara Laschever's work has been published by the New York Times, the New York Review of Books, and Vogue, among other publications. She was also the principal interviewer for Project Access, a landmark Harvard University study on women in science careers funded by the National Science Foundation. She lives in Concord, Mass.

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标签

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谈判

杜拉拉升职记

思维

评论

读得让人焦虑，觉得这一生都在犯错。也许真的是吧，但是我没有勇气接受一整本书的批评

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书评

作为美国《财富》杂志评出的75本商务人士必读书，在我看过的有限几本之中，老实说这是偏弱的一本。全书有一个很好的论点，但读完书发现用的更多的是叙述体而非论述体。《纽约时报》评“可读性强、研究深入”实在有些过誉了，作者在举例时有些絮絮叨叨，好比发生在各人身上的工...

《谈判力》拿到手里是两个月以前的事了，仅从装帧和书名得来的第一印象，这本书实在不属于能挑起浓厚阅读兴趣的类型。朋友的热情推荐，外加中信出版社在挑选译作上一直水准不错，我只能暗自期待这本《谈判力》会是传说中的“第二眼美女”，外表虽然略显平常，内核却有致命...

对唤醒女性争取自己的权益很有帮助. 作为男性读者,
可以从中窥视男女在文化和行为方式上的差别.
女性的谈判方式与她们所面对的困境其实在男性身上同样存在, 很有启发.

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