



# The Good Girl's Guide to Negotiating: How to Get What You Want at the Bargaining Table

*Leslie Whitaker, Elizabeth Austin*

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Emphasizing what women bring to the table (such as listening skills and empathy) and teaching readers how to recognize and control traits that undermine their abilities (such as the tendency toward avoiding conflict or sending internal self-defeating messages), this unique guide instructs and inspires women to negotiate to their best advantage in any bargaining situation.



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