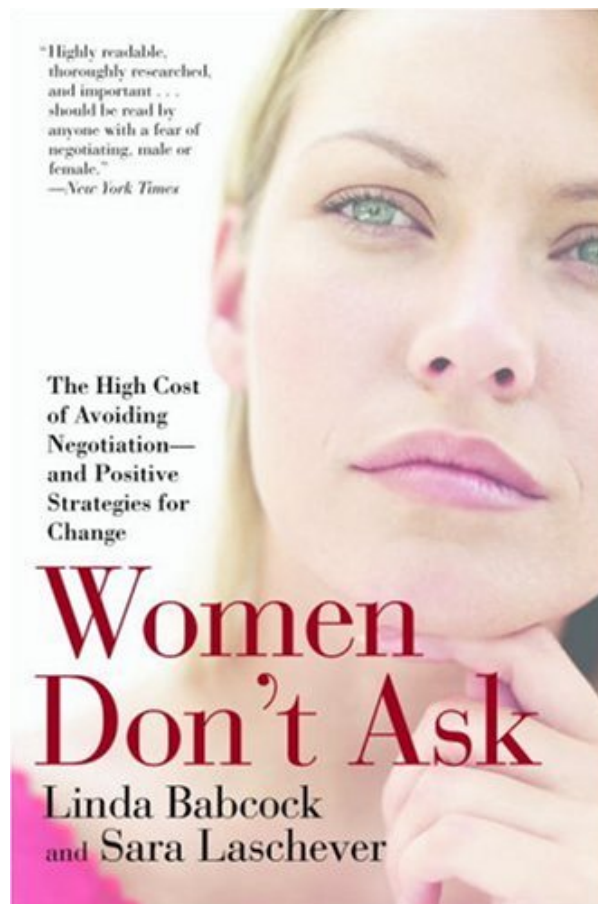


**WOMEN DON'T ASK: THE HIGH COST OF  
AVOIDING NEGOTIATION--AND POSITIVE  
STRATEGIES FOR CHANGE BY LINDA  
BABCOCK, SARA LASCHEVER**



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—*New York Times*

**The High Cost  
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Change**

# Women Don't Ask

Linda Babcock  
and Sara Laschever

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The first book to adequately explain the dramatic differences in how men and women negotiate and why women so often fail to ask for what they want at work (starting with equal pay). Every male manager in America should read it.

A highly readable book. . . . "Women Don't Ask" should be read by anyone with a fear of negotiating, male or female, and by managers who want a better understanding of how 47 percent of the work force confronts the workplace. -- Alan B. Krueger "The New York Times"

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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
- 
- Sales Rank: #12937 in Books
  - Brand: Babcock, Linda/ Laschever, Sara
  - Published on: 2007-02-27
  - Released on: 2007-02-27
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  - 272 pages

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54 of 56 people found the following review helpful.

Good set up for "Ask For It"

By SF Native

This book does a wonderful job of sharing all the research which explains why women are less likely to negotiate, less likely to ask for what they want, and less likely to get what they want. However, what's missing from this book is how women can overcome these barriers. The sequel to this book, "Ask For It", does a great job answering that question. If you're looking for ideas of how to improve woman's likelihood to negotiate and a woman's likelihood to ask, buy the sequel. If you're interested in WHY women are less likely to ask, stick with this book!

0 of 0 people found the following review helpful.

great gift

By Amazon Customer

I have bought 8 copies of this book. I gift it to young women who are starting their career. I have presented it to recent high-school and college grads who have found it valuable.

20 of 20 people found the following review helpful.

Got me an 18% salary increase

By OneHeart

After reading this book, I made myself endure moments of discomfort so I could act on what I learned.

Result: a higher income. Women, it's OK to ask. Just do it nicely. Ask for what you want, in a calm, neutral voice, then be silent. Really zip it. You'll want to speak more, but don't. Wait quietly as events unfold in your favor. Actually, scratch that. Ask for more than what you want. Then ... hush. I have given this advice to friends, who also then got salary increases.

There's more to this book than that: I learned so much about gender differences that surprised me and discovered that my lack of insight was in fact harming me, unnecessarily. Another key takeaway: Don't negotiate or talk like a man. We have to conduct ourselves in the feminine style that is actually quite natural to us, as it turns out. This book validates and elucidates that style, making it easier to do what's natural more confidently and with best possible results.

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