



# Fearless Salary Negotiation: A step-by-step guide to getting paid what you're worth

By Josh Doody

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## Fearless Salary Negotiation: A step-by-step guide to getting paid what you're worth By Josh Doody

"Salary negotiation doesn't have to be scary - it's a skill you can learn, practice, and improve. Read *Fearless Salary Negotiation*, take notes, then follow Josh Doody's step-by-step negotiation process. Your future self will thank you."

- **Josh Kaufman**, bestselling author of *The Personal MBA* and *The First 20 Hours*

*Fearless Salary Negotiation* is a step-by-step guide to getting paid what you're worth. But it's also something deeper--it's an exposé on how companies determine salaries and job titles, and how they think about raises and promotions. It is a roadmap showing you how to successfully bridge the chasm between what you know about salaries, job titles, and pay structures, and how they actually work so you can maximize your salary.

### What's inside?

*Fearless Salary Negotiation* shows you...

- **How to get your next raise**--A clear process to estimate your market value and make a compelling case that your salary should be adjusted to reflect that value.
- **How to ace your next interview**--Salary negotiation begins with the application and interview process. Acing your interview puts you in a position to command a higher salary.
- **How to negotiate your new salary**--You should negotiate your salary, not just accept the first offer you get. You'll get a clear plan for your salary negotiation to maximize your pay.
- **How companies manage their salary structures**--When you know how companies structure their salaries, salary negotiations, promotions, and raises make a lot more sense.
- **How to estimate your market value**--Understanding the market value for your skill set and experience is critical to the negotiation process.
- **How to leave your job on the best possible terms**--It's important that you don't burn any bridges when leaving your job. Your future salary negotiations could depend on your reputation.

- **How to get your next promotion**--An easy-to-follow process to demonstrate that you're already doing the job you want, then present a rock solid case and ask to make it official.

For each topic, you'll get specific tactics and precise steps you can take to get paid what you're worth. You'll also have access to tools and other resources like worksheets and email templates to help you implement what you learn.

### **What people are saying about *Fearless Salary Negotiation***

"Thanks to Josh's book, I was able to increase my salary by 10% with a single email. This is the most valuable email I've ever sent, and I wouldn't have sent it if it wasn't for this book." - **Justin Abrahms, Senior Software Engineer**

"Josh's advice helped me land a better job and a bigger salary with more benefits than I even thought possible." - **Eric Macam, Project Scientist**

"Josh has built a very successful career, first in engineering and now in project management. I'm glad he's finally writing about it so others can learn from his success!" - **Ryan Delk, Entrepreneur**

"I would have left a lot of money on the table without this book." - **Dan Brothers, Territory Manager**

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### Editorial Review

#### Review

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- **Josh Kaufman, bestselling author of *The Personal MBA* and *The First 20 Hours***

"Josh has written the definitive playbook for anyone hoping to maximize their pay. *Fearless Salary Negotiation* is well organized, actionable, and easy for anyone to follow and use." - **Annie Duke, Author and Decision Making Expert**

"*Fearless Salary Negotiation* provides a thoughtful salary negotiation and market research framework. I used it to negotiate \$10,000 more in base salary at a new firm." - **John Miller, Financial Advisor**

"I applied Josh's salary negotiation method and got a much better job where I'm paid what I'm worth. In less than a week, I interviewed for and negotiated a new job with a base salary increase of \$15,000!" - **Shannon Long, Physical Therapist**

"*Fearless Salary Negotiation* was my go-to guide while interviewing with multiple companies. It gave me the confidence I needed to nail my interviews and land a high paying job on the best possible terms. Without it, I would not have known what to expect from various interviews and recruiters. I can't wait to use it for a promotion or a raise!" - **Holly Stewart, Product Designer**

#### About the Author

Josh Doody dual-majored in Computer and Electrical Engineering, and later earned his MBA at the University of Florida. He began his professional career as an electrical engineer, and then transitioned to project management and consulting in the talent management software industry. He has worked in many areas of the talent management industry including project management, consulting, implementation, technical support, and product development. He has consulted with firms large and small on their compensation management and planning strategies and helped implement software to help them manage their workforces more effectively. Josh has also been a hiring manager, helping to build a 25-person technical support team based at the headquarters of an international software company, and has managed a team of technical consultants.

### Users Review

#### From reader reviews:

#### Mike Jones:

Have you spare time for the day? What do you do when you have considerably more or little spare time? Yep, you can choose the suitable activity regarding spend your time. Any person spent their very own spare time to take a walk, shopping, or went to typically the Mall. How about open or even read a book titled *Fearless Salary Negotiation: A step-by-step guide to getting paid what you're worth*? Maybe it is to become best activity for you. You realize beside you can spend your time with your favorite's book, you can smarter

than before. Do you agree with their opinion or you have various other opinion?

**Amos Curley:**

This book untitled Fearless Salary Negotiation: A step-by-step guide to getting paid what you're worth to be one of several books that best seller in this year, this is because when you read this book you can get a lot of benefit in it. You will easily to buy that book in the book retail store or you can order it through online. The publisher on this book sells the e-book too. It makes you quicker to read this book, as you can read this book in your Smart phone. So there is no reason for your requirements to past this reserve from your list.

**Casey Reeves:**

People live in this new moment of lifestyle always try to and must have the spare time or they will get lots of stress from both way of life and work. So , if we ask do people have free time, we will say absolutely yes. People is human not just a robot. Then we inquire again, what kind of activity have you got when the spare time coming to a person of course your answer can unlimited right. Then do you ever try this one, reading publications. It can be your alternative with spending your spare time, typically the book you have read will be Fearless Salary Negotiation: A step-by-step guide to getting paid what you're worth.

**Shaun Sae:**

A lot of book has printed but it takes a different approach. You can get it by world wide web on social media. You can choose the very best book for you, science, amusing, novel, or whatever by searching from it. It is called of book Fearless Salary Negotiation: A step-by-step guide to getting paid what you're worth. Contain your knowledge by it. Without leaving behind the printed book, it could add your knowledge and make a person happier to read. It is most significant that, you must aware about publication. It can bring you from one spot to other place.

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