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Ask The High  
Cost Of  
Avoiding  
Negotiation And  
Positive  
Strategies For  
Change**

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additional experience

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Women Don't Ask: The  
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Change [Babcock,  
Linda, Laschever, Sara]  
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Women Don't Ask: The  
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**The High Cost of  
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Negotiation ...**

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.

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## **Women Don't Ask: The High Cost of Avoiding Negotiation ...**

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

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Women Don't Ask: The  
High Cost of Avoiding  
Negotiation-- and  
Positive Strategies for  
Change. Women Don't  
Ask. : Linda Babcock,  
Sara Laschever.  
Bantam Books, 2007 -  
Business & Economics -  
252 pages...



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## **Women Don't Ask: The High Cost of Avoiding Negotiation ...**

learned. Result: a  
higher income.

Women, its OK to ask.  
Just do it nicely. Ask for  
what you want, in a  
calm, neutral voice,  
then be silent. Really  
zip it. Youll want to  
speak more, but dont.  
Wait quietly as events  
unfold in your favor.  
Actually, scratch...

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The women just don't ask." It turns out that whether they want higher salaries or more help at home, women often find it hard to ask. Sometimes they don't know that change is possible--they don't know that they can

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fear that asking may  
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**Amazon.com:**  
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Gender ...**

Women Don't Ask  
starts off strong,  
making a powerful  
case that women's  
large wage  
discrepancies can be at  
least partly explained  
by their failure to  
negotiate better

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Strategies For  
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salaries and benefits for themselves, failure to ask for what they want, and consistent undervaluation of themselves. These differences don't arise out of nowhere, we learn; from a young age girls are discouraged from asserting their own desires and instructed to value relationships over promoting themselves.

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Negotiation and the  
Gender Divide by ...**

Why Women Don't Ask:  
The High Cost of  
Avoiding Negotiation,  
and Positive Strategies  
for Change. Paperback

- 4 Sept. 2008. by

Linda Babcock

(Author), Sara

Laschever (Author) 4.9

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**Why Women Don't**

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**Ask: The High Cost  
of Avoiding**

**Negotiation ...**  
Why negotiation, and  
why now? -- Women  
don't ask --  
Opportunity doesn't  
always knock -- A price  
higher than rubies --  
Nice girls don't ask --  
Scaring the boys --  
Fear of asking -- Low  
goals and safe targets  
-- Just so much and no  
more -- The female  
advantage --  
Negotiating at home.



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**Women don't ask :  
the high cost of  
avoiding negotiation**

...Positive

Women Don't Ask.  
Whether it's a higher salary, much-deserved promotion, or more help at home, women find it hard to ask for what they want. They pay for this reluctance in every aspect of their lives—in lost income, slower career progress, barred access to

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leadership roles at  
**Avoiding** work and health risks  
**Negotiation And** at home. Drawing on  
**Positive** research in psychology,  
**Strategies For** sociology,  
**Change** organizational behavior  
and economics as well  
as interviews with men  
and women from all  
walks of life, **Women**  
**Don't Ask** has become  
the ...

**Women Don't Ask —**  
**SARA LASCHEVER**

If you don't see what  
her needs are, ask her!

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When the man does not ask, pretend to care or find out, the woman is not encouraged to continue with this somewhat "dead" marriage. 5.

## **9 Reasons Why Women Initiate Divorce More Than Men - The ...**

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1162. Figures.

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## **Women Don't Ask: The High Cost of Avoiding Negotiation—and ...**

The women just don't ask." It turns out that whether they want higher salaries or more help at home, women often find it hard to ask. Sometimes they don't know that change is possible — they

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don't know that they can ask. Sometimes they fear that asking may damage a relationship.

## Strategies For **Women Don't Ask | Princeton University Press**

When asked, "What job level do you expect to be at in 10 years," 15% of women between the ages of 18-44 said the C-suite. Yet, just 6% of S&P 500 companies have female CEOs,

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according to Catalyst

...

## Negotiation And Positive Strategies For Change

### **Why women are locked out of top jobs, despite having high ...**

You don't really want  
to know so why ask?

11. Is your sister  
attractive? Be a  
gentleman. 12. Are you  
on your period? This is  
a weak and way-too-  
mainstream way of  
challenging her on her  
attitude. Be more

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articulate. 13. Can I  
borrow some money?  
How to turn a girl off in  
5 words. Women seek  
providers, not  
parasites. 14. Do you  
think I'm ...  
Change

**20 Questions a Man  
Should Never Ask a  
Woman (and the ...**

Princeton University  
Press Release Date:  
January 10, 2009  
Imprint: Princeton  
University Press ISBN:  
9781400825691



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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

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