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- 30 Deadly Salary Mistakes You Must Avoid
- 30 Important Compensation Trends Affecting Your Salary
  - 30 Principles For Job Search and Salary Success
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  - 9 Interview Techniques That Result in Salary Offers
  - 6 Steps For Calculating What You're Really Worth
- Negotiating Techniques That Should Result in a Higher Salary
- Best Ways to Handle the "Salary Requirements" Question
  - Plus Simple Salary Ranges For 228 Jobs

**Ronald L. Krannich and Caryl Rae Krannich, Ph.Ds**

# Dynamite Salary Negotiations

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