

## CHAPTER OVERVIEW

### 6: Applying Negotiation Techniques

#### Learning Objectives

Guiding Question:

- 1. How and what can I negotiate in a job offer?

[6.1: Negotiations](#)

[6.2: Ethics and Cross-Cultural Negotiations](#)

[6.3: How to Negotiate Your Salary Like a Pro](#)

[6.4: Salary Negotiation - Top Mistakes to Avoid](#)

[6.5: Non-Salary Negotiable Items](#)

[6.6: Negotiation PRACTICE](#)

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