

File Type PDF Ask For It How Women Can Use Negotiation To Get What They Really Want

study significantly challenges the idea that women, as members of these congregations, were unable to write with any kind of textual authority because they were often prevented from speaking aloud in church meetings. On the contrary, Adcock shows that Baptist women found their way into print to debate points of church organisation and doctrine, to defend themselves and their congregations, to evangelise others by example and by teaching, and to prophesy, and discusses the rhetorical tactics they utilised in order to demonstrate the value of women's contributions. In the course of the study, Adcock considers and analyses the writings of little-studied Baptist women, Deborah Huish, Katherine Sutton, and Jane Turner, as well as separatist writers Sara Jones, Susanna Parr, and Anne Venn. She also makes due connection to the more familiar work of Agnes Beaumont, Anna Trapnel, and Anne Wentworth, enabling a reassessment of the significance of those writings by placing them in this wider context. Writings by these female Baptists attracted serious attention, and, as Adcock discusses, some even found a trans-national audience.

****Instant Wall Street Journal Bestseller**** “A joy to read.” —Douglas Stone and Sheila Heen, authors of *Difficult Conversations* “Like having a negotiation coach in your corner...giving you the courage to ask for more.” —Linda Babcock, author of *Women Don't Ask* *Ask for More* shows that by asking better questions, you get better answers—and better results from any negotiation. Negotiation is not a zero-sum game. It's an essential skill for your career that can also improve your closest relationships and your everyday life, but often people shy away from it, feeling defeated before they've even started. In this groundbreaking new book on negotiation, *Ask for More*, Alexandra Carter—Columbia law professor and mediation expert who has helped students, business professionals, the United Nations, and more—offers a straightforward, accessible approach anyone can use to ask for and get more. We've been taught incorrectly that the loudest and most assertive voice prevails in any negotiation, or otherwise both sides compromise, ending up with less. Instead Carter shows that you get far more value by asking the right questions of the person you're negotiating with than you do from arguing with them. She offers a simple yet powerful ten-question framework for successful negotiation where both sides emerge victorious. Carter's proven method extends far beyond one “yes” and instead creates value that lasts a lifetime. *Ask for More* gives you the tools to bring clarity and perspective to any important discussion, no matter the topic.

Simplified Chinese edition of *12 Rules for Life: An Antidote to Chaos*

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.

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marketplace, in this study, each week does not necessarily build on the next. Therefore, the leader may choose the topic that most relates to the group at that particular time. This approach lends itself to a great fill-in Bible study in women's Sunday school, connect groups, and small group gatherings. (7 sessions) Common Struggles: I am worn out. I am suffering with a thorn. I am undisciplined. I am trembling inside. I am invisible. I am broken.

Common Wealth Magazine Ltd
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Wendy MacNaughton
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100
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