



Women Don't Ask: Negotiation and the Gender Divide

Linda Babcock, Sara Laschever

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When Linda Babcock asked why so many male graduate students were teaching their own courses and most female students were assigned as assistants, her dean said: "More men ask. 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 ask. Sometimes they fear that asking may damage a relationship. And sometimes they don't ask because they've learned that society can react badly to women asserting their own needs and desires.

By looking at the barriers holding women back and the social forces constraining them, *Women Don't Ask* shows women how to reframe their interactions and more accurately evaluate their opportunities. It teaches them how to ask for what they want in ways that feel comfortable and possible, taking into account the impact of asking on their relationships. And it teaches all of us how to recognize the ways in which our institutions, child-rearing practices, and unspoken assumptions perpetuate inequalities--inequalities that are not only fundamentally unfair but also inefficient and economically unsound.

With women's progress toward full economic and social equality stalled, women's lives becoming increasingly complex, and the structures of businesses changing, the ability to negotiate is no longer a luxury but a necessity. Drawing on research in psychology, sociology, economics, and organizational behavior as well as dozens of interviews with men and women from all walks of life, *Women Don't Ask* is the first book to identify the dramatic difference between men and women in their propensity to negotiate for what they want. It tells women how to ask, and why they should.

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As people who live in the actual modest era should be update about what going on or info even knowledge to make them keep up with the era and that is always change and move forward. Some of you maybe will probably update themselves by reading through books. It is a good choice for you but the problems coming to you actually is you don't know what type you should start with. This Women Don't Ask: Negotiation and the Gender Divide is our recommendation to cause you to keep up with the world. Why, as this book serves what you want and wish in this era.

Jonathan Ownby:

Playing with family within a park, coming to see the coastal world or hanging out with good friends is thing that usually you have done when you have spare time, then why you don't try issue that really opposite from that. One particular activity that make you not sense tired but still relaxing, trilling like on roller coaster you already been ride on and with addition of knowledge. Even you love Women Don't Ask: Negotiation and the Gender Divide, you may enjoy both. It is great combination right, you still want to miss it? What kind of hangout type is it? Oh can happen its mind hangout people. What? Still don't understand it, oh come on its identified as reading friends.

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