

The book cover features a photograph of Mika Brzezinski, a woman with short blonde hair, wearing a black sleeveless dress, sitting and looking towards the camera. The background is a blurred city street scene at night.

# MIKA BRZEZINSKI

*New York Times bestselling author of All Things at Once*

# KNOWING YOUR VALUE

WOMEN, MONEY, AND GETTING WHAT YOU'RE WORTH

*With advice  
and inspiration from*

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# Knowing Your Value Women Money And Getting What Youre Worth

**David Capuzzi, Mark Stauffer, Mark D.  
Stauffer**



## **Knowing Your Value Women Money And Getting What You're Worth:**

*Knowing Your Value* Mika Brzezinski, 2011-04-26 Why are women so often overlooked and underpaid In *Knowing Your Value* the prequel to her new book *Grow Your Value* bestselling author Mika Brzezinski takes an in depth look at how women today achieve their deserved recognition and financial worth Prompted by her own experience as co host of Morning Joe Mika interviewed a number of prominent women across a wide range of industries on their experience moving up in their fields Mika shares the surprising stories of such power players as presidential adviser Valerie Jarrett comedian Susie Essman writer and director Nora Ephron Facebook's Sheryl Sandberg television personality Joy Behar and many others Mika also gets honest answers from the likes of Donny Deutsch Jack Welch Donald Trump and others about why women are paid less and what pitfalls women face and play into *Knowing Your Value* blends personal stories with the latest research on why many women don't negotiate their compensation why negotiating aggressively usually backfires the real reasons why the gender wage gap persists and what can be done about it Written in Mika's brutally honest funny and self deprecating style *Knowing Your Value* is a vital book for professional women of all ages

**Know Your Value** Mika Brzezinski, 2018-09-25 The bestselling motivational guide that TheAtlantic.com calls a rallying cry for women to get the money they deserve Why are women so often overlooked and underpaid What are the real reasons men get raises more often than women How can women ask for and actually get the money the job the recognition they deserve Prompted by her own experience as cohost of Morning Joe Mika Brzezinski asked a wide range of successful women to share the critical lessons they learned while moving up in their fields Power players such as Facebook's Sheryl Sandberg Senator Elizabeth Warren Harvard's Victoria Budson comedian Susie Essman and many more shared their surprising personal stories They spoke candidly about why women are paid less and the pitfalls women face and play into Now expanded to address gender dynamics in the MeToo era *Know Your Value* blends compelling personal stories with the latest research on why many women don't negotiate their compensation why negotiating aggressively usually backfires and what can be done about it For any woman who has ever wondered if her desire to be liked can be a liability yes if there is a way to reclaim her contribution after it's been co-opted in a meeting yes and if there are strategies men use to get ahead that women should too yes *Know Your Value* provides vital advice to help women be their own best advocates

*Knowing Your Value* Mika Brzezinski, 2011-04-26 Why are women so often overlooked and underpaid In *Knowing Your Value* the prequel to her new book *Grow Your Value* bestselling author Mika Brzezinski takes an in depth look at how women today achieve their deserved recognition and financial worth Prompted by her own experience as co host of Morning Joe Mika interviewed a number of prominent women across a wide range of industries on their experience moving up in their fields Mika shares the surprising stories of such power players as presidential adviser Valerie Jarrett comedian Susie Essman writer and director Nora Ephron Facebook's Sheryl Sandberg television personality Joy Behar and many others Mika also gets honest answers from the likes of Donny Deutsch Jack Welch

Donald Trump and others about why women are paid less and what pitfalls women face and play into Knowing Your Value blends personal stories with the latest research on why many women don't negotiate their compensation why negotiating aggressively usually backfires the real reasons why the gender wage gap persists and what can be done about it Written in Mika's brutally honest funny and self-deprecating style Knowing Your Value is a vital book for professional women of all ages

**Grace and Grit** Lilly Ledbetter, Lanier Scott Isom, 2013-02-26 The inspiring story of the woman at the center of the historic discrimination case that inspired the Lilly Ledbetter Fair Pay Restoration Act her fight for equal rights in the workplace and how her determination became a victory for the nation Lilly Ledbetter always knew that she was destined for something more than what she was born into a house with no running water or electricity in the small town of Possum Trot Alabama In 1979 when Lilly applied for her dream job at the Goodyear tire factory she got the job She was one of the first women hired at the management level Nineteen years after her first day at Goodyear Lilly received an anonymous note revealing that she was making thousands less per year than the men in her position When she filed a sex discrimination case against Goodyear Lilly won and then heartbreakingly lost on appeal Over the next eight years her case made it all the way to the Supreme Court where she lost again But Lilly continued to fight becoming the namesake of President Barack Obama's first official piece of legislation Both a deeply inspiring memoir and a powerful call to arms Grace and Grit is the story of a true American icon

*Discourses on Business Education at the College Level* Sabra E. Brock, Peter J. McAliney, 2019-09-24 Drawing from doctoral level research on how best to teach business education to college students Discourses on Business Education at the College Level illustrates new and proven ideas for engaging students Sixteen authors from New York University's Steinhardt School of Culture Education and Human Development describe their experiences in upgrading and expanding the quality of the business education experience Business school instructors can use this edited collection to draw inspiration and learn specific techniques to bring their courses to the cutting edge of curriculum Topics range from teaching accounting financial literacy marketing and teamwork to gamification improving international student and intern experience not for credit education and virtual workplace learning

**What Works for Women at Work** Joan C. Williams, Rachel Dempsey, Anne-Marie Slaughter, 2020-08-25 A mother daughter legal scholar team offers unabashedly straightforward advice in a how to primer for ambitious women Attention grabbing revelations Debora L Spar The New York Times Book Review What Works for Women at Work is a comprehensive and insightful guide for mastering office politics as a woman Authored by Joan C Williams one of the nation's most cited experts on women and work and her daughter Rachel Dempsey this unique book offers a multi generational perspective into the realities of today's workplace Often women receive messages that they have only themselves to blame for failing to get ahead What Works for Women at Work tells women it's not their fault Based on interviews with 127 successful working women over half of them women of color What Works for Women at Work presents a toolkit for getting ahead in today's workplace Distilling over thirty five years of research Williams and Dempsey

offer four crisp patterns that affect working women Each represents different challenges and requires different strategies which is why women need to be savvier than men to survive and thrive in high powered careers Williams and Dempsey s analysis of working women is nuanced and in depth going beyond the traditional one size fits all approaches of most career guides for women Throughout the book they weave real life anecdotes from the women they interviewed along with advice on dealing with difficult situations such as sexual harassment An essential resource for any working woman Many steps beyond Lean In 2013 Sheryl Sandberg s prescription for getting ahead Filled with street smart advice and plain old savvy about the way life works in corporate America Booklist starred review A playbook on how to transcend and triumph O The Oprah Magazine

Feisty and Feminine Penny Young Nance,2016-04-12 Tired of inauthentic prattle CEO and president of Concerned Women for America Penny Young Nance is ready to change the way women today engage the culture In her debut title Feisty Feminine she takes an honest and transparent look at what it means to be a conservative Christian woman with thoughtful commentary on the real issues confronting American women Conservative women have never fit neatly into stereotypes especially conservative Christian women says Penny Young Nance We re not the humorless dim witted church ladies Saturday Night Live has made us out to be Today s conservative women are intelligent well educated compassionate accomplished funny and fearless and it s time for us to stand up and be heard In fact we have an opportunity like never before to offer words of redemption to a world gone mad From Miley Cyrus to campus feminists it s clear that women are still searching for their voice in culture today With Hillary Clinton running for president in 2016 there is even more of a need for a compelling conservative and credible female influence in the mix Penny Nance is that woman She is direct without being disrespectful winsome but not shallow and relevant while still holding to faith and conservative values Accepting the baton of leadership from their foremothers today s conservatives have emerged as intelligent hard working women of faith who not only deal with issues like life and marriage but are also advocates for the free market for rights of conscience and for female victims of radical Islam Passionate about their role in society they refuse to turn a blind eye to the sexual exploitation of women or the hypocrisy surrounding women s issues The time is right for this book and for conservative women everywhere to be part of the conversation

**Ten Leadership Lessons You Must Teach Your Teenager** Tim Hawkes,2016-06-28 With lessons on leadership from Dr Tim Hawkes one of Australia s leading educators and the author of the bestselling Ten Conversations You Must Have With Your Son your child can learn how to bring leadership into their everyday life and you can learn how to help them achieve this Over many years renowned educator Dr Hawkes has taught thousands of students on the subject of leadership He has learnt what s effective and what s not when talking to young people about leadership Now Dr Hawkes brings that wisdom to the parents of teenage boys and girls and to teenagers themselves This book includes chapters on Making the right choices Following the right examples Finding a calling Working with a team Formulating strategies Learning discipline Dr Hawkes uses examples from ancient and modern history to illustrate his points about

leadership and offers readers practical steps so that they can learn these leadership lessons This book gives parents the information they need to instill leadership in their children so they can learn how to take responsibility for themselves whether to lead others or become the leader of their own lives It is an essential book for any parent wanting to help their child navigate the many challenges that confront teenagers in the twenty first century Elusive Equity, Empathy, and Empowerment Pandora B. Angel MD,2018-10-08 Dr Pandora B Angel was a practicing physician for thirty years She spent twenty three of those years as an emergency physician at a university medical center and an affiliated hospital In Elusive Equity Empathy and Empowerment she shares the challenges she faced as a female emergency physician in what is still perceived as a male profession Addressing the gender bias and inequality she experienced while striving for and achieving a career in medicine this memoir addresses workforce power and control double standards gender bias discrimination the boys club harassment contrived narratives for predetermined goals retaliation disregard for objective data and misconceptions Through thoughtful vignettes lessons and appendices this memoir explores the persistent culture of inequity in the workplace from Angel s perspective as a female physician in a male dominated field Teaching tools and lessons are provided at the end of each chapter to stimulate wider discussions of inequality harassment bias and discrimination that still occur **Juggling Flaming Chain Saws** Joanne M. Marshall,Jeffrey S. Brooks,Kathleen M. Brown,Leslie Hazle Bussey,Bonnie Fusarelli,Catherine A. Lugg,Latish C. Reed,George Theoharis,Mark A. Gooden,2012-11-01 Challenges of work life balance in the academy stem from policies and practices which remain from the time when higher education was populated mostly by married White male faculty Those faculty were successful in their academic work because they depended upon the support of their wives to manage many of the not work aspects of their lives Imagine a tweedy middle aged white man coming home from the university to greet his wife and children and eat the dinner she s prepared for him and then disappearing into his study for the rest of the evening with his pipe to write and think great thoughts If that professor ever existed he is now emeritus Juggling Flaming Chainsaws is the first book in a new series with Information Age Publishing on these challenges of managing academic work and not work It uses the methodology of autoethnography to introduce the work life issues faced by scholars in educational leadership While the experiences of scholars in this volume are echoed across other fields in higher education educational leadership is unique because of its emphasis on preparing people for leadership roles within higher education and for preK 12 schools Authors include people at different places on their career and life course trajectory people who are partnered and single gay and straight with children and without caring for elders and managing illness They hail from different geographic areas of the nation different ethnic backgrounds and different types of institutions What all have in common is commitment to engaging with this topic to reflecting deeply upon their own experience and to sharing that experience with the rest of us Obsessed Mika Brzezinski,2013-05-07 The New York Times best selling author and cohost of MSNBC s Morning Joe describes her own struggles with food and body image and offers insights from notable people in all

fields to discuss their successes with food and diet      Women Who Don't Wait in Line Reshma Saujani, 2013 New York City Deputy Advocate Reshma Saujani asks why women in an era where they are told they can do anything still haven't joined the top ranks of corporations or government Saujani charts the paths of accomplished women encouraging all women to take risks compete embrace failure and build support through a twenty first century sisterhood      **Negotiating at Work**

Deborah M. Kolb, Jessica L. Porter, 2015-01-06 Understand the context of negotiations to achieve better results Negotiation has always been at the heart of solving problems at work Yet today when people in organizations are asked to do more with less be responsive 24/7 and manage in rapidly changing environments negotiation is more essential than ever What has been missed in much of the literature of the past 30 years is that negotiations in organizations always take place within a context of organizational culture of prior negotiations of power relationships that dictates which issues are negotiable and by whom When we negotiate for new opportunities or increased flexibility we never do it in a vacuum We challenge the status quo and we build out the path for others to negotiate those issues after us In this way negotiating for ourselves at work can create small wins that can grow into something bigger for ourselves and our organizations Seen in this way negotiation becomes a tool for addressing ineffective practices and outdated assumptions and for creating change Negotiating at Work offers practical advice for managing your own workplace negotiations how to get opportunities promotions flexibility buy in support and credit for your work It does so within the context of organizational dynamics recognizing that to negotiate with someone who has more power adds a level of complexity The is true when we negotiate with our superiors and also true for individuals currently under represented in senior leadership roles whose managers may not recognize certain issues as barriers or obstacles Negotiating at Work is rooted in real life cases of professionals from a wide range of industries and organizations both national and international Strategies to get the other person to the table and engage in creative problem solving even when they are reluctant to do so Tips on how to recognize opportunities to negotiate bolster your confidence prior to the negotiation turn asks into a negotiation and advance negotiations that get stuck A rich examination of research on negotiation conflict management and gender By using these strategies you can negotiate successfully for your job and your career in a larger field you can also alter organizational practices and policies that impact others      Career Counseling David Capuzzi, Mark Stauffer, Mark D. Stauffer, 2018-09-03 Career Counseling 3rd edition provides a comprehensive holistic overview of the foundations of career counseling information on the most effective skills and techniques and contextual perspectives on career and lifestyle planning all by nationally and internationally recognized experts Updated chapters introduce important material not often addressed in introductory texts such as rehabilitation addictive behaviors counseling couples and families and working with ethnic and gender sexual minority clients Included throughout the text are case studies informational sidebars and experiential activities that enhance the reading and encourage additional contemplation of chapter content Readers can also turn to the book's companion website for chapter test questions PowerPoints and

additional resources      Logosynthesis: Enjoying Life More Fully Cathy Caswell, 2017-10-13 When routines are busy and demands are urgent it can be difficult to create a space to focus on what is important and gives meaning to our lives In the moment our desire to breathe deeply and relax is overruled by our belief that we need to control to change or to act on the situation We need to fix things The habitual patterned behavior contains energy that damages our relationships and limits our opportunities Because this energy is bound in our beliefs we know that we are right and that others need to change As pressure builds tensions increase In *Logosynthesis: Enjoying Life More Fully* the author illustrates her personal development journey to find a tool to help her let go of the energy in her beliefs so that she could find peace and contentment through reconnecting with the important things in her life Logosynthesis is both an eloquent philosophy and an effective self-coachable technique As she worked with the tool on her own and with friends she noticed a shift Rather than constantly reacting to her past experiences and cultural beliefs she was able let go of the energy that controlled her behavior and create a more productive environment at work at home and in her community This book outlines the method along with helpful tips to encourage others to start using Logosynthesis now to enjoy life more fully      *Gender and Educational Leadership in Greece* Emmy Papanastasiou, 2024-06-27 Worldwide women constitute the majority of the teaching force but men are more likely to achieve headship Internationally a number of scholars working within sociology and the sociology of education have focused on the continued influence of gender on the shaping of identity and choices in relation to leadership work and home But in Greece the under representation of women in educational leadership has received limited attention Why are there so few women in educational leadership How are leadership and gender constructed by men and women head teachers and teachers Are the perceptions of men and women different and gendered What is the future for women in leadership in Greece Emmy Papanastasiou uses qualitative data from interviews with men and women head teachers and teachers in Greece and analyzes them using a feminist social constructionist framework to provide some answers to these key questions In doing so the book sheds light on social cultural and political factors that influence women's potential advancement in educational leadership      *Involuntary Exit* Robin Merle, 2025-07-30 It can take less than a minute to get fired Less than a minute to hear the words that change your life as you've known it You're stunned shocked humiliated because your career has defined your life and you've been blindsided You're a company Loyalist with a capital L and you've been sucker punched professionally How do you even talk about this Countless books focus on leadership and resilience but none of them take you through what actually happens to women leaders who are suddenly let go or who endure untenable circumstances and ultimately fire themselves None of them take you step by step through the emotional process of acceptance and beginning again And that's where *Involuntary Exit* comes in With advice for every unexpected twist turn and emotional trigger this book is based on author Robin Merle's experience at the top of billion dollar organizations as well as her interviews with accomplished women who were suddenly severed from their organizations and navigated their way back to success The real



life examples she offers in these pages prove that you're not alone and that you too will get through this. Whether you've been fired or need to move on, *Involuntary Exit* will help you rediscover your value and emerge as a stronger leader on your own terms.

**Grow Your Value** Mika Brzezinski, 2015-05-12 A woman who wants to be successful must make sacrifices but how can she determine which ones she'll be happy with five, ten, twenty years from now? Mika Brzezinski, Morning Joe co-host and New York Times best-selling author of *Knowing Your Value* has built a career on inspiring women to assess and then obtain their true value in the workplace. In her books and in her conferences, Mika gives women the tools necessary to advocate for themselves and their financial futures. But that is only the first step; once you know your value, you need to grow it both professionally and personally. Drawing on deeply revealing conversations with powerful and dynamic women, input from researchers and relationship experts, and her own wealth of experience, Mika helps women pinpoint their individual definition of success. She advises her readers to define the professional value that encompasses their worth in the workplace and the inner value made up of their core beliefs and goals. Women can stop feeling overwhelmed, overscheduled, frantic, and forever guilty, but only if they choose their objectives confidently and unapologetically and focus their efforts accordingly. Mika encourages women to stop seeking the unobtainable work-life balance and instead pursue a life of honesty and authenticity where career and home life combine rather than collide.

**Negotiation Booster** Kasia Jagodzinska, 2020-12-28 To successfully conclude a business conversation, negotiation skills and tactics are not enough. If you enter a negotiation with fear, self-doubt, or lack of conviction, you will not win, no matter how well tactically you have been trained. *Negotiation Booster* is a novel approach leveraging the task-related aspects of a negotiation with the underlying factors such as emotions, ego, and stress. *Negotiation Booster* is the ultimate guide to winning negotiations through self-empowerment. By bridging the strategic aspects with a self-management booster, the book will help you develop strategies for thriving in your negotiations. *Negotiation Booster* draws from interdisciplinary sources. It equips the reader with cutting-edge insights into the key negotiation concepts, fundamental negotiation strategies, communication skills, perception, and impression management techniques, the determinants of desired outcomes, and the issues that negotiators face internally and externally in the negotiation process.

**All This Healing is Killing Me: A Memoir** Gabrielle Pelicci, Ph.D., 2023-02-27 At age 20, Gabrielle Pelicci returned from her modeling career in NYC to her hometown of Scranton, PA, where her mother suddenly passed away. At her mother's funeral, Gabrielle had a spiritual experience that left her reeling and set her on a heroine's journey to learn about both the scientific and mystical explanations of human consciousness. Gabrielle studied a dozen healing practices from alternative medicine to yoga, including travel immersions in Europe, Asia, and Africa. Over the next 10 years, her complex PTSD symptoms persisted. Little by little, Gabrielle's childhood experiences of domestic violence and her parents' mental illnesses and addictions are revealed. At age 30, still grieving the loss of her mother and disgusted with the fact that she can't overcome her anxiety and depression, Gabrielle attempted to take her own life. Luckily, she survived and continued on her

journey of healing and trauma recovery earning a Ph D and becoming a professor of Holistic Medicine with a dissertation on Women Healers In this deeply personal and vulnerable account Gabrielle reveals how childhood trauma impacts our physical and mental health as well as our adult relationships She explores how you are only as sick as your secrets and telling your story is the medicine that can save your life All This Healing is Killing Me is a brave narrative that reckons with the hold of the past over the present the mind over the body and celebrates one woman s ability to write herself a happy ending

## Decoding **Knowing Your Value Women Money And Getting What Youre Worth**: Revealing the Captivating Potential of Verbal Expression

In a time characterized by interconnectedness and an insatiable thirst for knowledge, the captivating potential of verbal expression has emerged as a formidable force. Its power to evoke sentiments, stimulate introspection, and incite profound transformations is genuinely awe-inspiring. Within the pages of "**Knowing Your Value Women Money And Getting What Youre Worth**," a mesmerizing literary creation penned with a celebrated wordsmith, readers attempt an enlightening odyssey, unraveling the intricate significance of language and its enduring impact on our lives. In this appraisal, we shall explore the book's central themes, evaluate its distinctive writing style, and gauge its pervasive influence on the hearts and minds of its readership.

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