

# Negotiations

# Salary Expectations

- How do you answer the question, “What are your salary expectations?”
- Remember: You can’t offer and negotiate for yourself

“I would love to hear what you're offering for this position so I can have more context for the conversation.”

# Accepting an Offer

- 24 Hour rule: Do not accept on the spot when receiving an offer, take at least 24 hours to review the offer
- Talk to someone, get feedback, discuss pros/cons

“Thank you so much for this opportunity! I need to take some time to review the offer. Could you send me the offer in writing so I can review it?”

# Negotiating an Offer

- Always verbal, never in email
- Get all of the facts — are there other potential opportunities not on the table yet?
- Be honest and transparent

# Negotiating an Offer (cont.)

- Always use active language in negotiations, channel your inner alpha personality; eliminate passive language
- There's more to an offer than just salary
- If negotiating salary, you can ask for up to 10% more
- Ask for a 3 - 6 month review

I was hoping to make **\$X** how can we close the gap  
on this?



# Reach out with questions

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