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# Word-for-word Scripts to Answer the “What’s Your Current or Expected Salary?” Question



These scripts will help you answer the uncomfortable interview question “What’s your current or expected salary?”

Learn more about this question, why you should not share this information, and how to avoid it:

[FearlessSalaryNegotiation.com/the-dreaded-salary-question/](http://FearlessSalaryNegotiation.com/the-dreaded-salary-question/)

# Josh Doody



## The Scripts

### Standard scripts

The answer to “What’s your current or expected salary?”

What to say when they ask *again*

What to say when they *insist*

### Script to end the conversation

Your trump card

# Standard scripts

These three responses scripts should get you past this question for most recruiters and hiring managers.

Start with the first answer and work your way down if they continue asking for your current or expected salary.



## Standard scripts

The answer to “What’s your current or expected salary?”

What to say when they ask *again*

What to say when they *insist*

# The answer to “What’s your current or expected salary?”

Use when the recruiter or hiring manager initially asks for your current or expected salary.

“I’m not comfortable sharing my current salary. I would prefer to focus on the value I can add to this company rather than what I’m paid at my current job. I don’t have a specific number in mind for a desired salary, and you know better than I do what value my skillset and experience could bring to your company. I want this move to be a big step forward for me in terms of both responsibility and compensation.”

## When they ask again

Use when the recruiter or hiring manager doesn’t accept your first answer.

“I’m just not comfortable discussing my current or expected salary. I prefer to focus on the value I can add in this position, and I look forward to hearing what you think is appropriate.”

## When they insist

Use when they *insist*. If they’re even close to your expectations, you can confirm by saying, “Sure, I think that’s in the ballpark.”

“It sounds like you’re trying to qualify me for a salary range. If you want to tell me what that range is, I’m happy to tell you if it’s in the ballpark.”

# Script to end the conversation

Occasionally, a recruiter or hiring manager will not give up after you use the standard scripts.

Here is how you can avoid sharing that information by playing your trump card and ending the conversation.



## Script to end the conversation

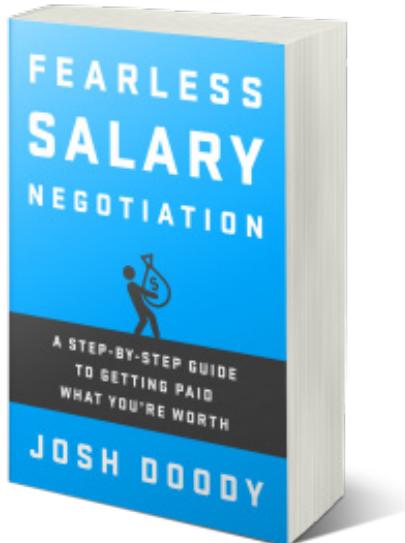
Your trump card

## Your trump card

Use when they simply refuse to accept no for an answer.

"I'm not comfortable sharing my current employer's proprietary compensation information, and I know they wouldn't appreciate it if I did. I still work for them, and I'm just not comfortable sharing their proprietary information about how they pay people like me. I really don't have a specific number in mind for an expected salary, and I look forward to hearing what you suggest."

# Start getting paid what you're worth



“I made an additional \$8,000 in base salary and landed a better job thanks to the interview and salary negotiation strategies I learned from *Fearless Salary Negotiation!* Now I can do more boring things like save for retirement, and fun things like travel more.”

– Jared Allen, Senior Software Developer

**Learn how to prepare for your interviews, answer common interview questions, and stand out as the candidate for the job:**

[FearlessSalaryNegotiation.com/get-started](http://FearlessSalaryNegotiation.com/get-started)