



Make the Most of it

Negotiation and Self-Advocacy

Lusen Mendel



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Interview & Negotiation Coach
DangoorMendel.com

What holds us back?



Why not negotiate?

1. Happiness



Why not negotiate?

1. Happiness
2. Socialization



Why not negotiate?

1. Happiness
2. Socialization
3. Fear



Why not negotiate?

1. Happiness
2. Socialization
3. Fear
4. Bullying



Why not negotiate?

1. Happiness
2. Socialization
3. Fear
4. Bullying
5. Trust



Why not negotiate?

1. Happiness
2. Socialization
3. Fear
4. Bullying
5. Trust
6. Misunderstanding

Application

Interview

Negotiation



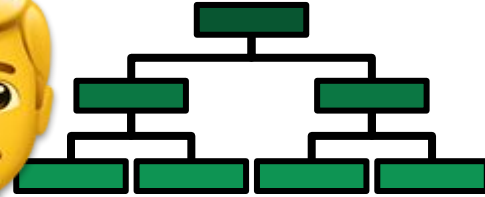
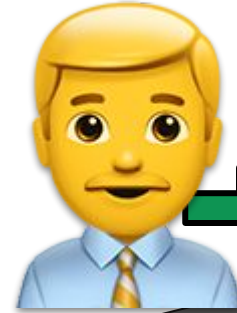
Why not negotiate?

1. Happiness
2. Socialization
3. Fear
4. Bullying
5. Trust
6. Misunderstanding

Negotiation can be
intimidating!

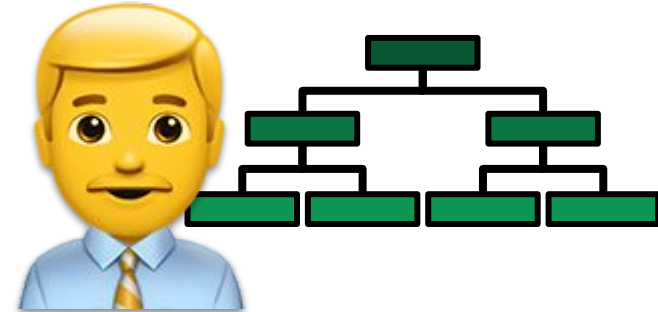
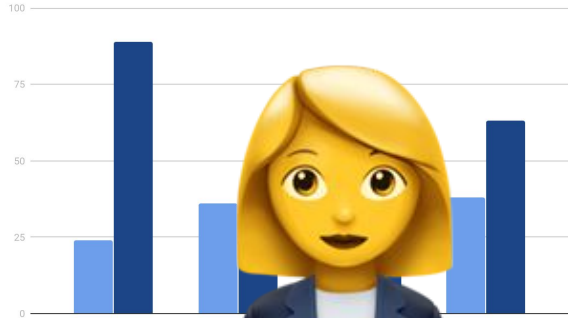


Unequal Relationship



1. Information
2. Authority
3. Job

Healthy Relationship



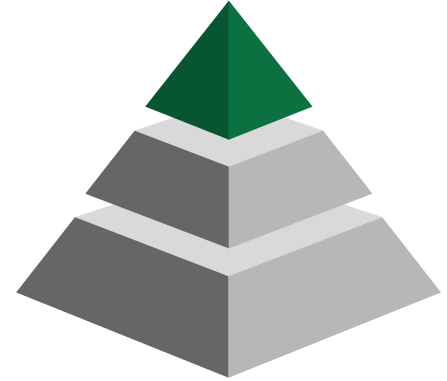
1. Information
2. Leverage
3. Skills

1. Information
2. Authority
3. Job



Let's Negotiate!

- Always be positive
- Don't say *yes* or *no* until you mean it
- Share your needs and goals
- Ask questions and explore options



Examples!

**“That’s great! I’m really excited
to have that offer...”**

“That’s great! I’m really excited to have that offer. I’d love to join but I’m looking at roles around \$90k.”

—

Middle of negotiation

"Can we meet in the middle?"

"How high can you go?"

“I like round numbers. Can we round up to \$90?”

**“If you offered me \$90k, I could
accept today”**

Endgame

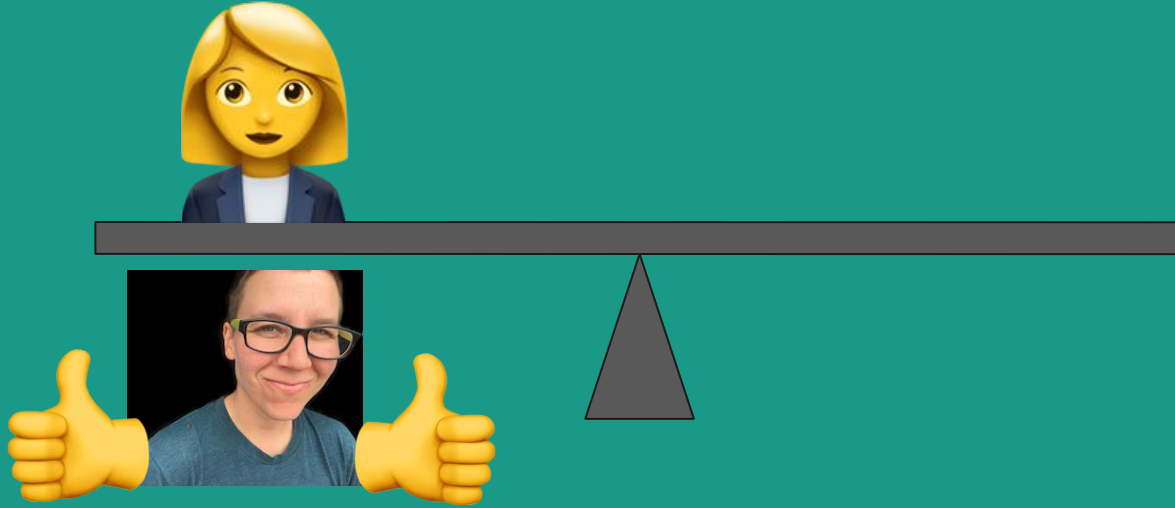
**“Can we make up the
difference using a signing
bonus?”**

—

**“I’m going to have to think
about this / discuss it with my
partner”**

**“I would love to join but I can’t
at that number”**

Good luck negotiating!



lusen@DangoorMende1.com
DangoorMende1.YouCanBook.me