PRE-NEGOTIATION ANALYSIS

My Personal Salary Range:	Low (budget needs)	High (ideal)	_	
	Low (budget fleeds)	riigii (ideai)		
Market Range:	Low (10%)	High (90%)	_	
My priorities: (What will you c	consider in your negotiation	?)		
☐ Salary	☐ Flextime		☐ Professional development	
☐ Retirement	☐ Vacation		☐ Life insurance/disability	
☐ Health care	☐ Bonuses/performance	-based raise	☐ Memberships	
☐ Relocation costs	☐ Parking		☐ Tuition remission	
☐ Housing/board	☐ Commuter benefits		☐ Other	
☐ Telecommuting	☐ Days off (sick/holidays	s)		

Strengths and Experience

What employer seeks: (Skills, knowledge, qualifications)	What I shared: (Skills, knowledge, qualifications)	Exceed, meet or do not meet