

PRE-NEGOTIATION ANALYSIS

My Personal Salary Range: _____ - _____
Low (budget needs) High (ideal)

Market Range:

<u> </u>	-	<u> </u>
Low (10%)		High (90%)

My priorities: (What will you consider in your negotiation?)

- | | | |
|---|--|--|
| <input type="checkbox"/> Salary | <input type="checkbox"/> Flextime | <input type="checkbox"/> Professional development |
| <input type="checkbox"/> Retirement | <input type="checkbox"/> Vacation | <input type="checkbox"/> Life insurance/disability |
| <input type="checkbox"/> Health care | <input type="checkbox"/> Bonuses/performance-based raise | <input type="checkbox"/> Memberships |
| <input type="checkbox"/> Relocation costs | <input type="checkbox"/> Parking | <input type="checkbox"/> Tuition remission |
| <input type="checkbox"/> Housing/board | <input type="checkbox"/> Commuter benefits | <input type="checkbox"/> Other |
| <input type="checkbox"/> Telecommuting | <input type="checkbox"/> Days off (sick/holidays) | |

Strengths and Experience

[illegible]