A: Hello, come in, what do you want to talk to me about today, is there a problem with your work?

T: No, sir, i actually wanted to discuss something with you. I was hoping to have an open conversation with you about potentially increasing my salary.

A: Why do you want a raise?

T: Yes, i have done a lot of good things for the company. I have led many projects, brought in a lot of business for the company and have taken a lot of extra work that was not assigned to me.

A: I don’t have the authority to give you a pay raise, I need to talk to the upper management.

T: i can show them all the work i have been doing over the past couple of months. I believe they would be very impressed.

A: We have a standard process for requesting a pay raise, have you ever submitted an application in the system?

T: No I haven’t

A: I will support your application for a pay raise, but I do not have the authority to make the final decision. What if your application is not approved.

T: Well, thank you for your help. And i appreciate your support. And if i do not get approved, are there any other options, that I can reapply or do something else, to Essentially get a raise.

A: Keep working hard, and make less mistakes, if you make a great contribution, if you make mistakes it will be harder to get a pay raise. You can apply again the next time.

T: I’ll try that, that sounds great.

A: Even if your request is approved, it will take several months to take effect. There will be an evaluation of progress, and you may be asked to do extra work.

T: Ok, that sounds great.

A: Do you receive offers from other companies?

T: Yes, yeah, and i have received offers from other companies. So i want to, uh, keep the honor of this company and ask for a pay raise before i considered the other option.

A: Did the other companies give you a higher salary offer?

T: uh, yes, currently they have offered me a higher salary.

A: What will you do if a salary increase is not increased?

T: I will talk the other offer.

A: I appreciate the honesty and I will talk to my supervisors about the situation.

T: Thank you.