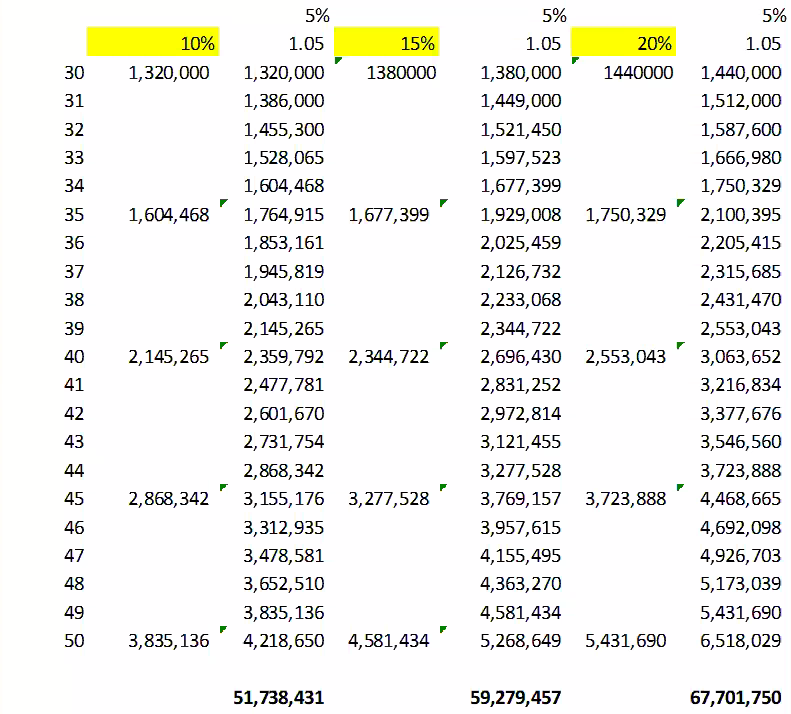
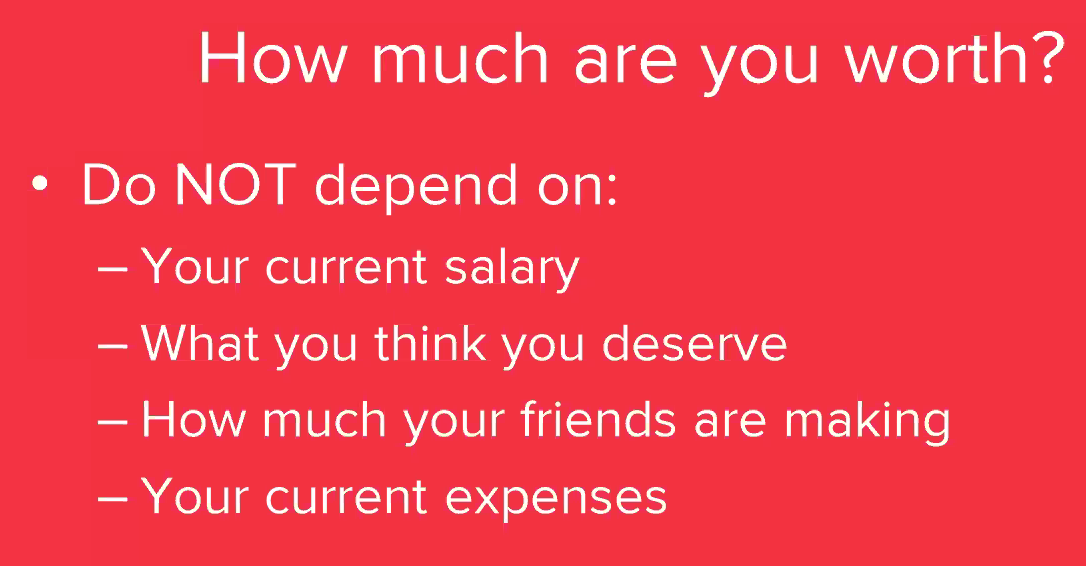
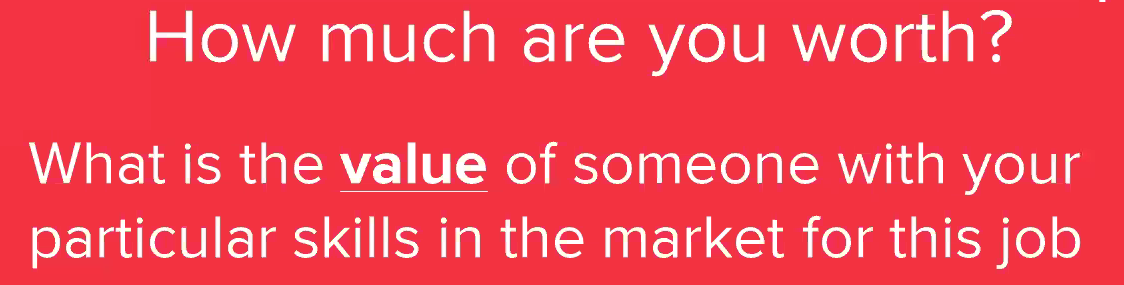


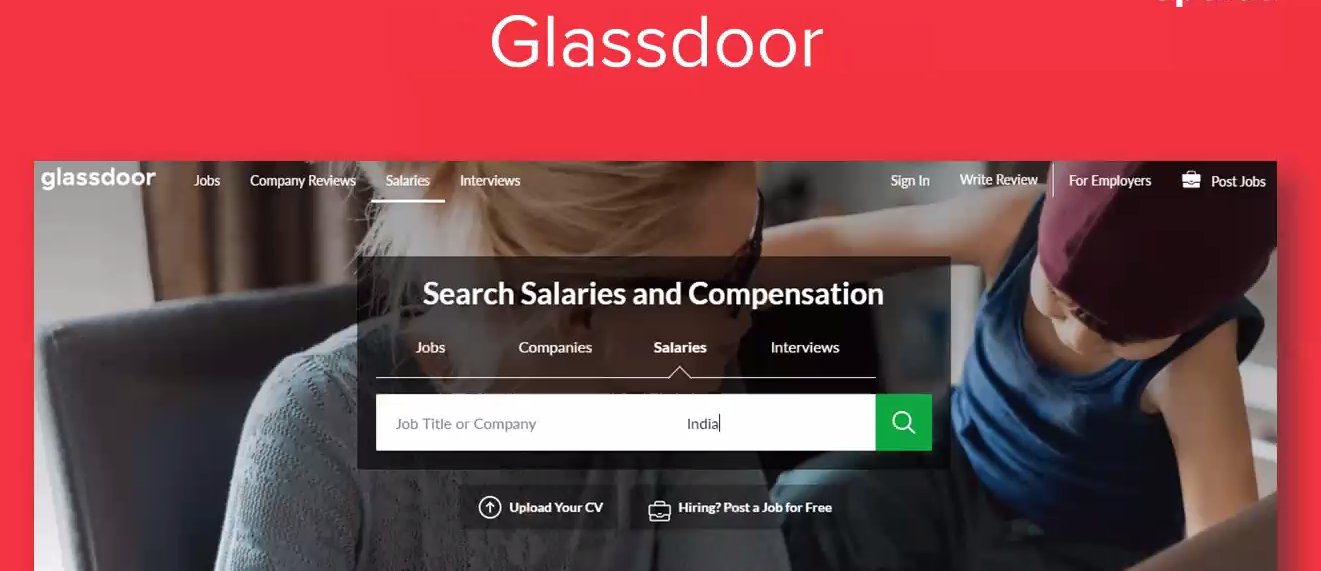


Never land in the trap of price anchoring

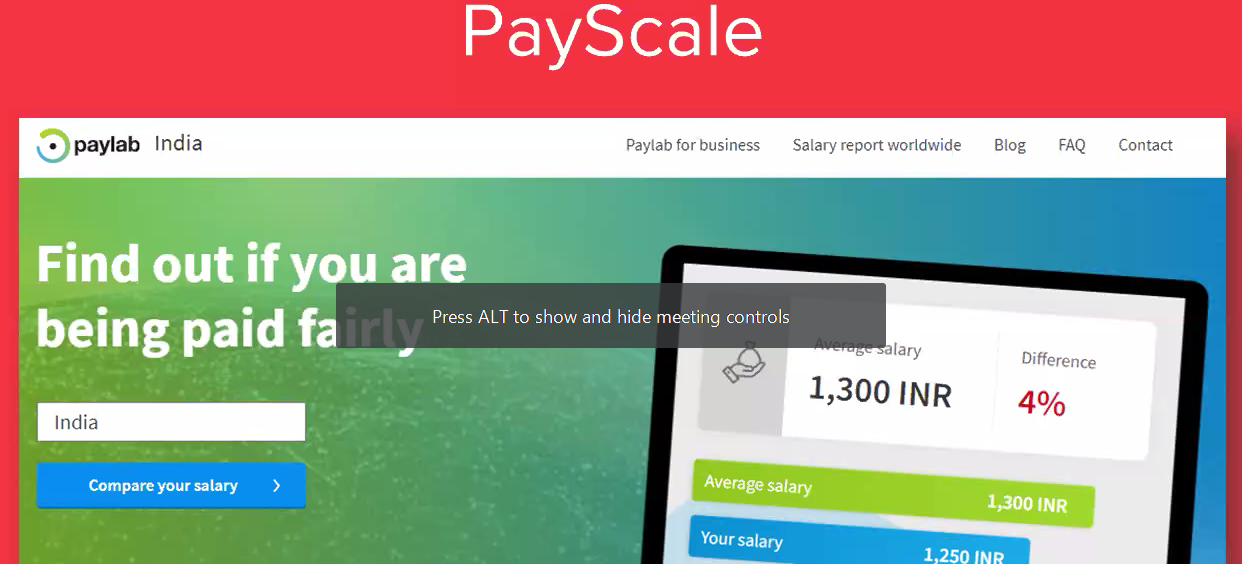


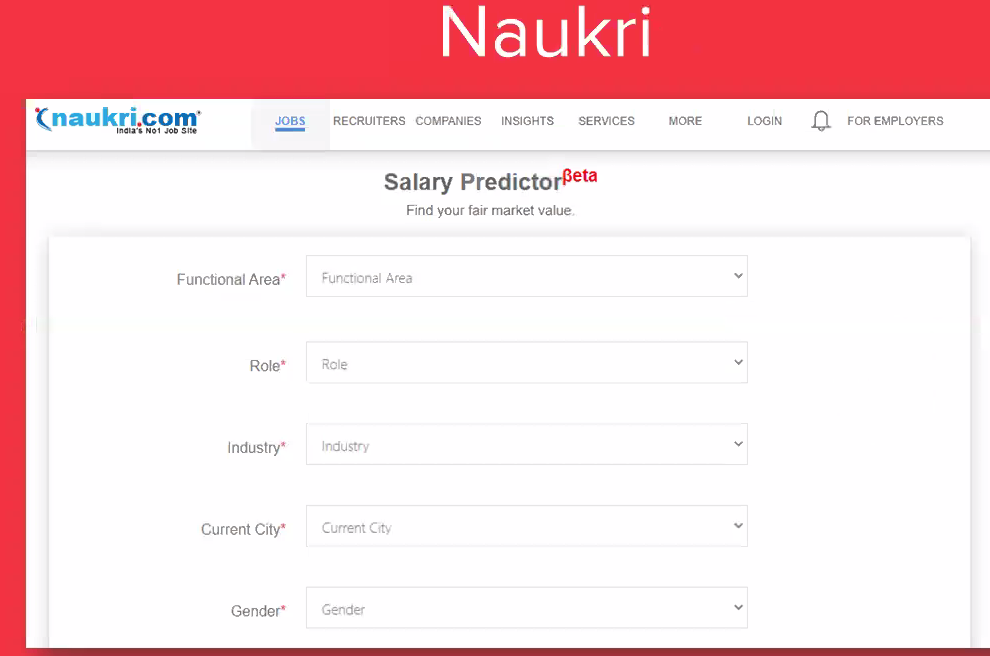


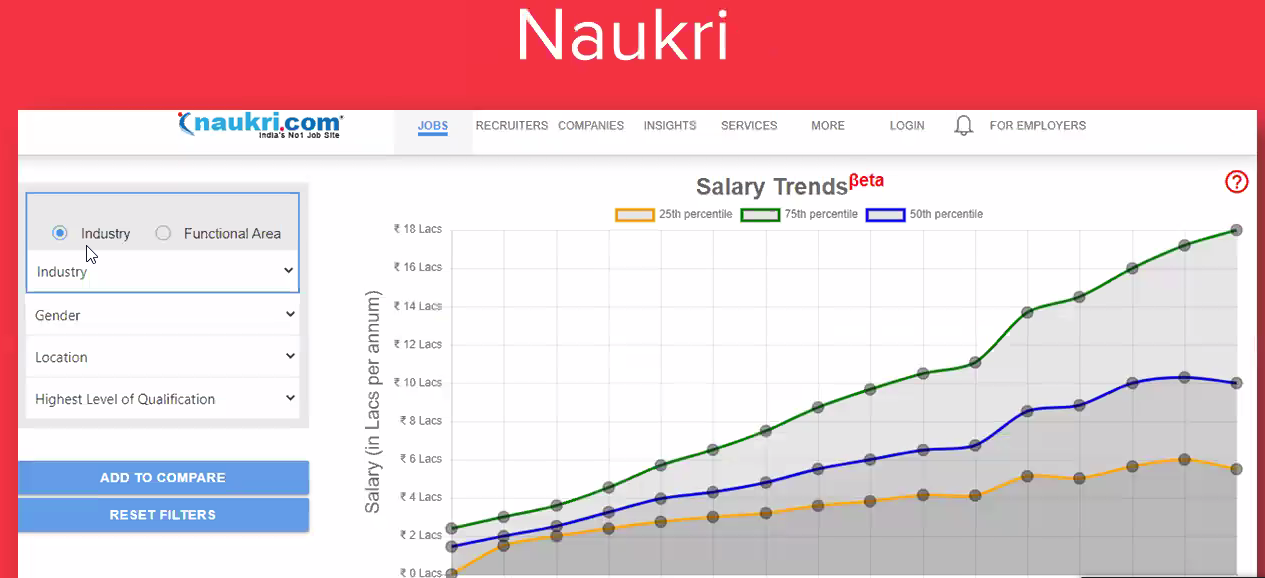


Glassdoor website to understand salary

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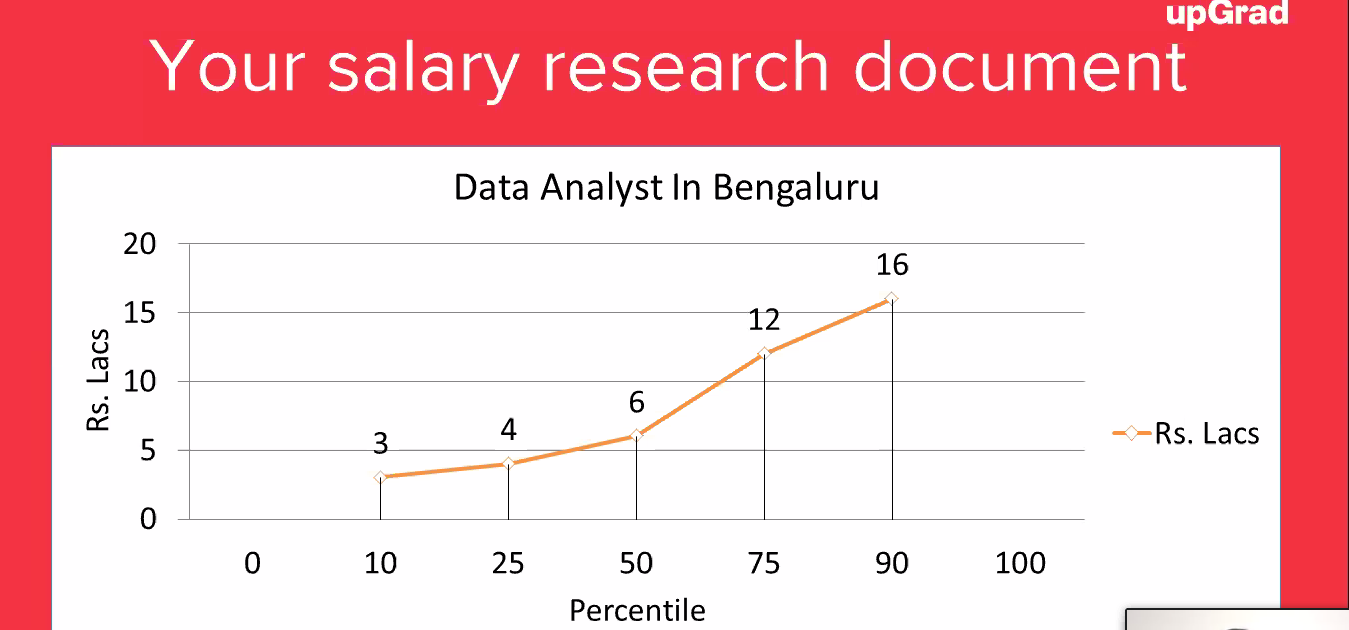


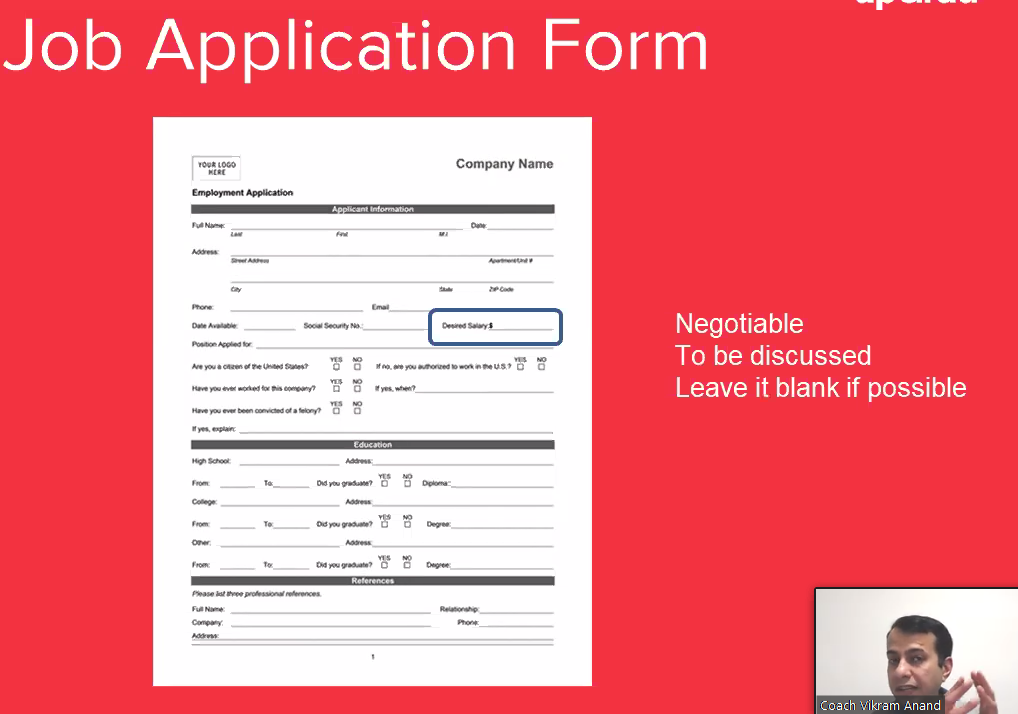


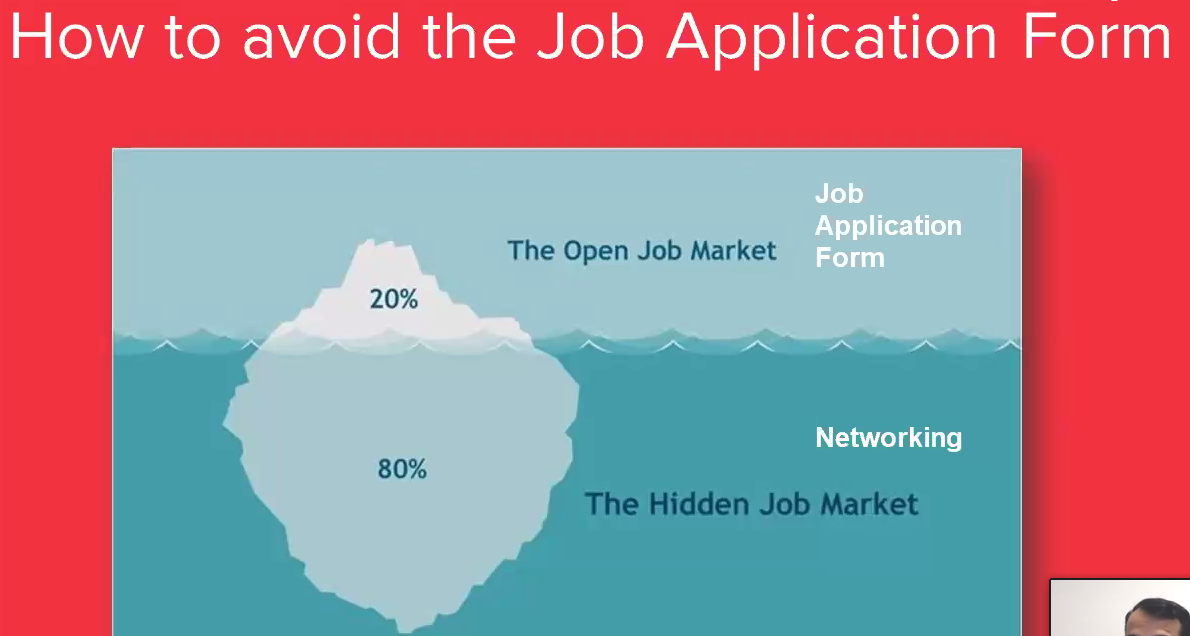


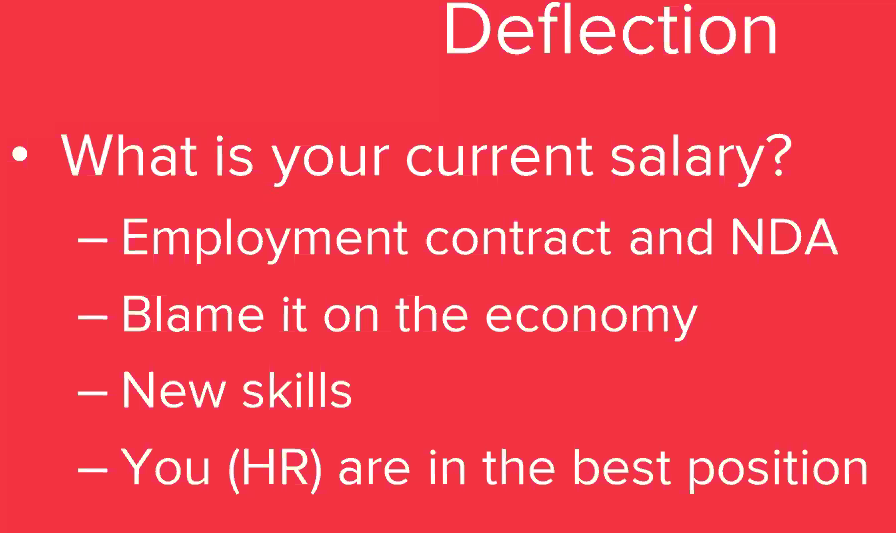








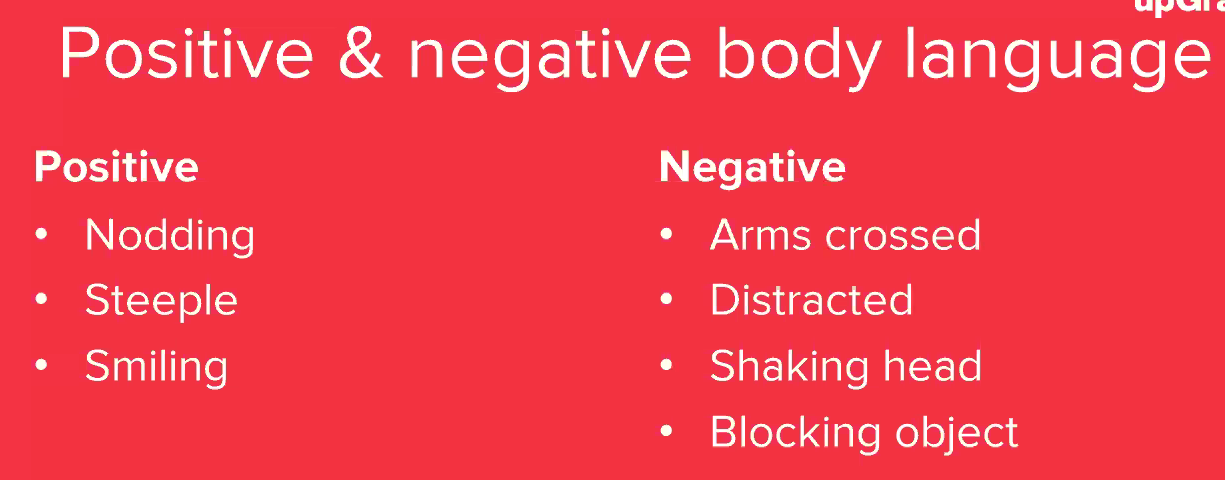




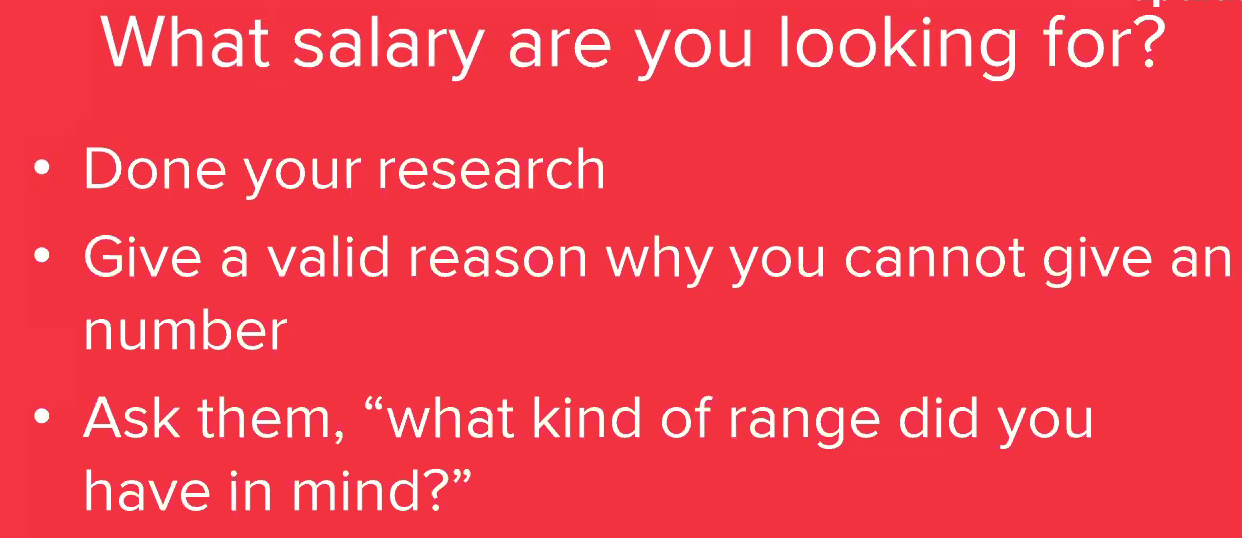


Body language – Salary Negotiation



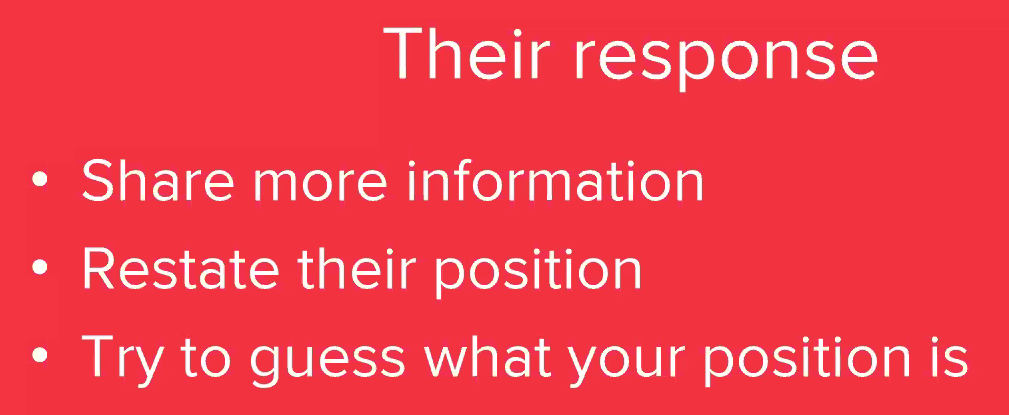




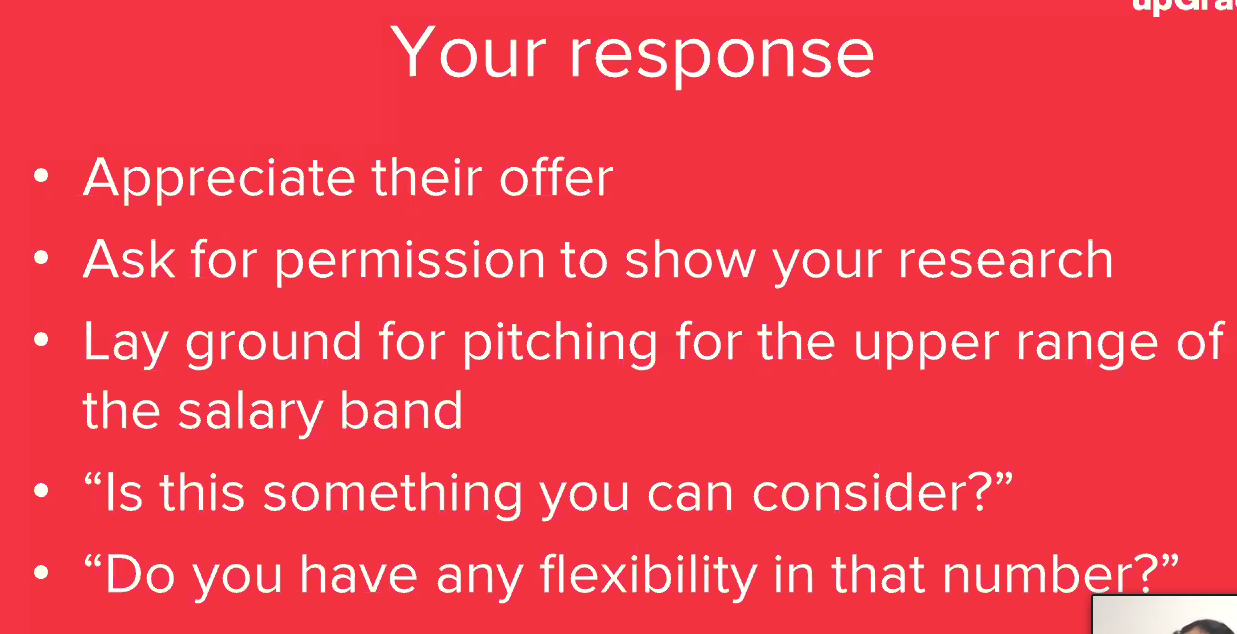


Chriss Voss – FBU Techniques for Negotiation



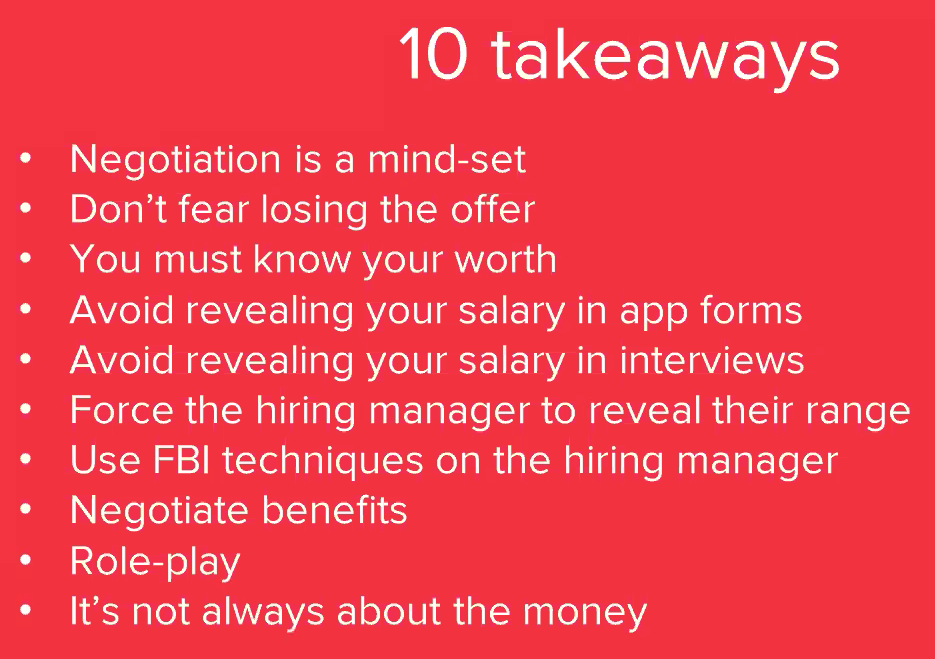




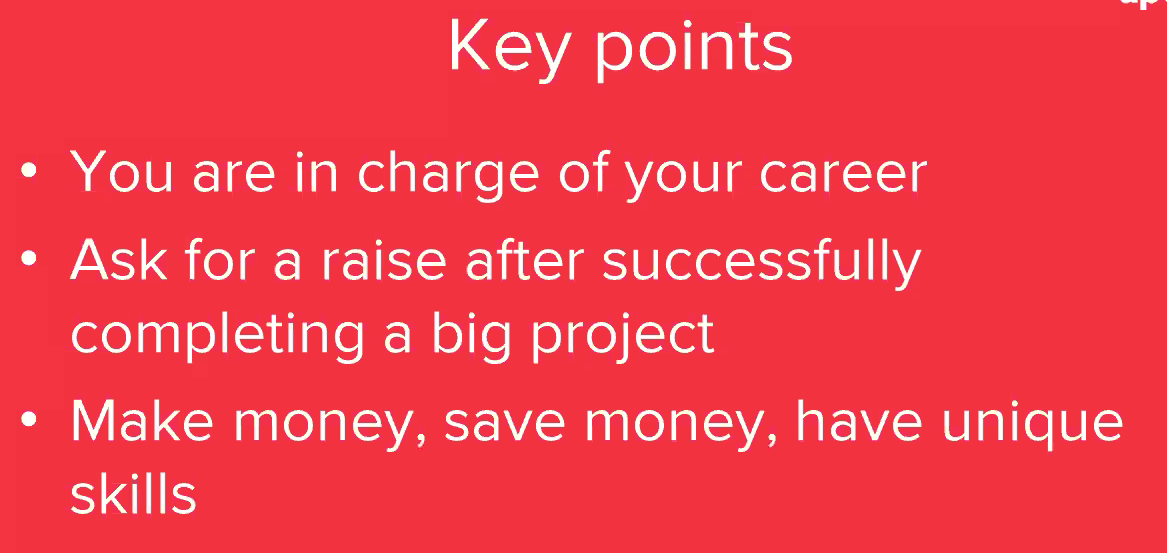


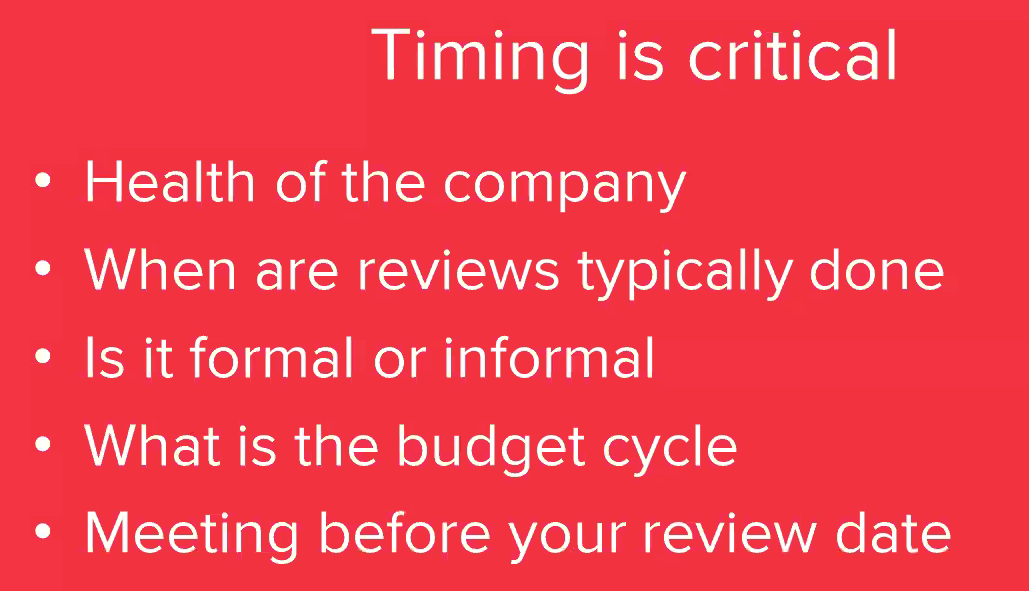




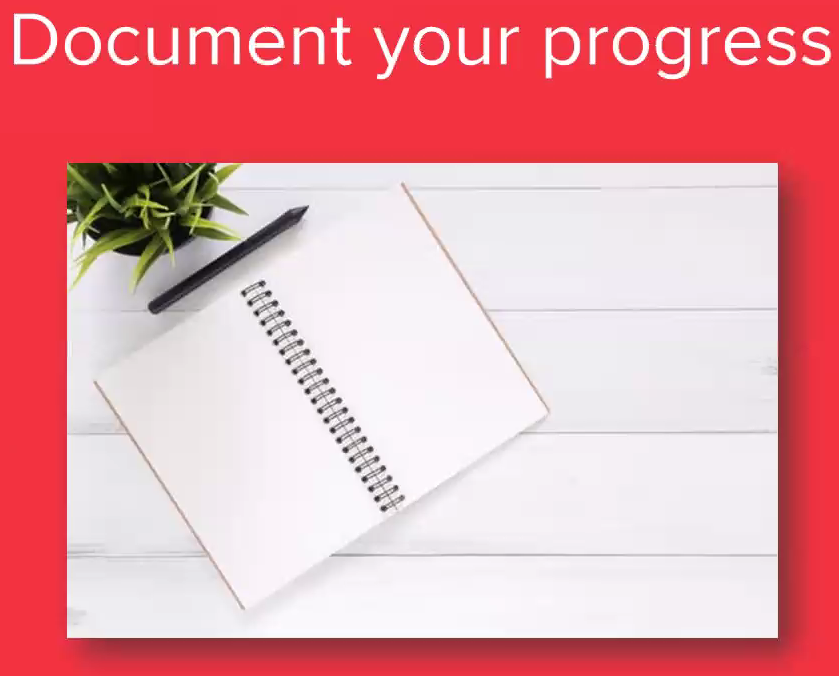


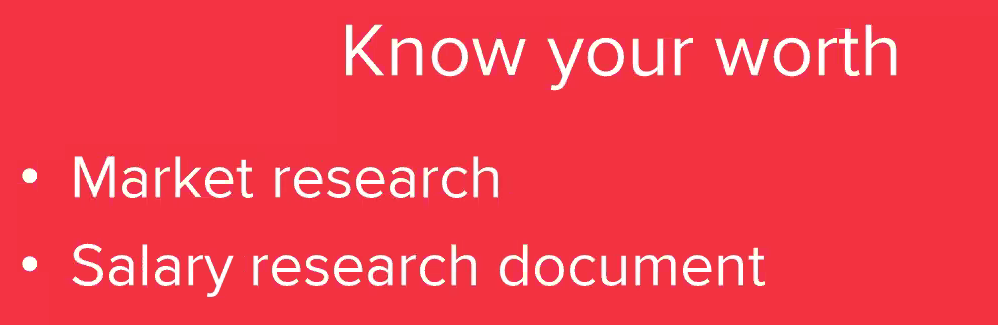
How to get a raise in your company?





Have a pre-review with your boss 90 days prior to appraisal cycle





WIIFM

What’s in it for me?

Pitch the case in their perspective, not yours

Path of Least Resistance