

NEGOTIATING

(SALARY)

Negotiating IS TAKING A
CALCULATED RISK

Manage **THE NEGOTIATION**
MANAGE *the Risk*

TWO "SIMPLE" STEPS FOR A SUCCESSFUL NEGOTIATION

1. Figure out what you want
2. Ask for it

FIGURE OUT

WHAT YOU WANT

- ▶ What do other people doing this job make?
- ▶ What do other people at the company make?
 - ▶ What salary do you want?
 - ▶ What non-monetary do you want?
- ▶ What does this company/role offer outside of salary?
- ▶ What engineering experience and competence do you offer?
- ▶ What non-engineering experience and competence do you offer?
 - ▶ Will you be disappointed if you don't get more money?
 - ▶ Will you be disappointed if the offer is rescinded?

ASK FOR IT

- ▶ Assume positive intent
 - ▶ Shut away worries
 - ▶ Be a Nike Posterchild
- ▶ If you can ask over the phone, do

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