

# Salary Negotiation Guide

## A. Research Market Rates

- Use Glassdoor, Payscale, LinkedIn Salary
- Consider location, experience, and industry

## B. How to Negotiate

1. Delay discussing salary → "I'd like to learn more about the role first"
2. Give a range → Based on research
3. Highlight value → Skills, experience, and achievements
4. Practice scripts → "Given my [X skill], I was hoping for [Y]"

## C. Handling Rejection

- Ask: "What's the budget for this role?"
- Negotiate perks (remote work, bonuses, growth opportunities)