

Negotiating Your New Job Offer: Syllabus

January 14, 2020 / 9:30 PM - 10:00PM EST

Important Links

[Workshop Hackpack](#)

Pre-workshop checklist, and resources to explore during and after the workshop.

[Hack the North 2020++ Event Schedule](#)

Check this out to stay up-to-date on activities, workshops, and other key happenings this weekend.

Motivator

A ton of workshops exist on how to get the offer, but once you have it in hand, what do you do? This workshop will focus on understanding how offers are made, the inherent costs associated with them, and how to use that information to your advantage through negotiation.

Prerequisite Knowledge

Basic knowledge of the process of getting a job is assumed.

Learning Outcomes

This is what you will walk away from the workshop able to do:

1. Understand how companies hire and the work associated with doing so
2. Understanding the “value” of your offer, both nominal and intangible
3. How these costs can benefit you
4. Negotiation namely:
 - What to negotiate
 - What not to negotiate
 - How to negotiate
 - Edges cases and considerations

Timeline (1 hour)

Time	Module
5 min.	Who is this talk for
10 min.	Understanding the cost of hiring
5 min.	How the cost of hiring impacts you
10 min.	Negotiation how to
5 min.	Edge cases
30 min.	Q&A
5 min.	Closing Remarks