

# Negotiating Your New Job Offer: Hackpack

September 14, 2021 / 6:00 PM - 7:00 PM ET

## Description

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.

## 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:
  - a. What to negotiate
  - b. What not to negotiate
  - c. How to negotiate
  - d. Edges cases and considerations

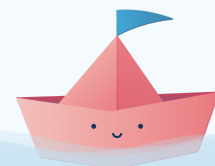
## Prerequisite Knowledge

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

## Pre-Workshop Checklist

Before the workshop, please make sure you complete the following items:

- N/A



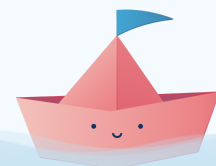
## Timeline (1 hour)

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

## Workshop Lead Contact

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## **Additional Resources**

### **Hack the North Resources**

#### [Hack the North 2021 Event Schedule](#)

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

### **Workshop-Specific Resources**

I did not personally consult any resources while creating this workshop, but there are many many resources online related to negotiation. For example:

#### [Job offer negotiation article](#)

Haseeb Qureshi's job offer negotiation article

#### [Glassdoor.com](#)

Understanding compensation at a variety of companies and in your role

