

Section Review

- Negotiate to satisfy both parties' **underlying interests**, *which are for you to succeed in the practice!*
- Medical job negotiations involve some congruent, some distributive, and some integrative issues.
 - DON'T ASSUME EVERYTHING IS DISTRIBUTIVE!
- Prepare for negotiations:
 - Identify and prioritize multiple negotiable issues;
 - Gather good information about market comps to determine your aspiration targets;
 - Determine your BATNA and know when to walk away.
- Don't negotiate until you have a job offer.