

SALARY NEGOTIATIONS



Salary Negotiations

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Salary Negotiations

- ❑ Don't bring up salary before the company initiates the conversation
- ❑ Always provide a range based off of a minimum
- ❑ Understand what you're worth
- ❑ Be prepared to support your numbers with evidence

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- ❑ Don't forget to include benefits as part of the total compensation package
- ❑ Don't be too quick to accept a counter offer
- ❑ Give yourself room to negotiate

Salary Negotiations

- Resources for finding out relevant salary information
 - www.salary.com
 - www.payscale.com
 - www.glassdoor.com

Salary Negotiations Homework

- View the following video lecture by Prof. Deepak Malhotra of Harvard Business School
 - [https://
www.youtube.com/watch?v=km2Hd_xgo9Q](https://www.youtube.com/watch?v=km2Hd_xgo9Q)
 - (link is also in resource section of lecture)