

THIS IS WHAT I WILL COVER

- ✓ Why the interviewer is asking you this question.
- √ 3 IMPORTANT TIPS for answering this interview question to get what you deserve!
- **✓ 3 BRILLIANT ANSWERS!**



2. If you ask for too little, you will soon feel undervalued in the role and this will lead to a lack of motivation!



Why Is The Interviewer Asking This Question?





2. They want to hear whether you can JUSTIFY the salary you are after!

"What are your salary expectations?"

3 ESSENTIAL TIPS for answering this question with <u>confidence</u>





TIP #3: Do not ask for the highest salary achievable...



Calculate the average salary range for the job you are applying for, and then ask for an amount just below the highest figure.

Brilliant Answer! #1

"What Are Your Salary Expectations?"

"I carried out some research before attending the interview today and the average salary range for this

position within this sector is between \$32,000 and

\$42,000.

Whilst I do personally feel I am worth the higher salary based on my experience and my track record of achievement, I appreciate you do not know me, and I need to prove to you my worth.

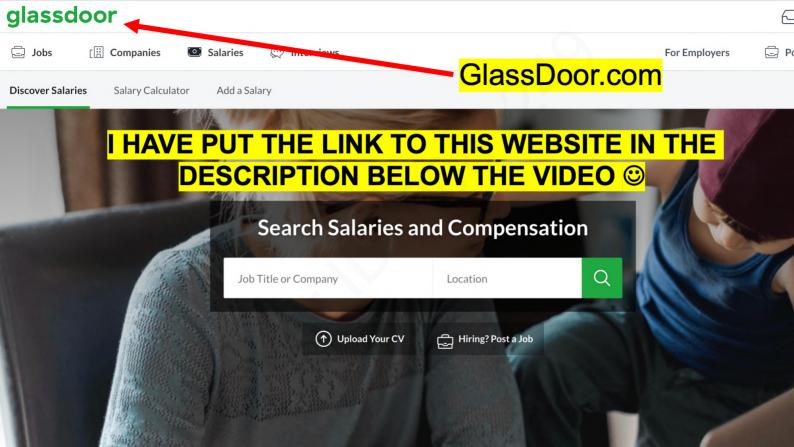
On that basis, I would be happy with a salary of

\$39,000 and I feel at that amount you will see a positive

return on your investment."

Where To Find The Average Salary





Brilliant Answer #2

"What Are Your Salary Expectations?"

"Ideally, I would like a salary of \$35,000. I believe I am worth that salary because the skills, the qualities and the experience I can bring to the role will add sufficient value to warrant that amount.

However, I do appreciate this needs to work for you too, and on that basis, I would be happy with a salary of \$32,000 and I feel you will see a positive return on your investment if you agree to pay me that amount."

Brilliant Answer #3

"What Are Your Salary Expectations?"

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"Over the years, I have built up considerable experience in this position and I feel I have a lot to offer.

I can bring leadership qualities, a passion for constantly achieving strong results and the understanding that everything I do needs to be geared towards your commercial success.

I would be happy with a salary of \$39,000 and at that amount I would feel highly motivated in my role, and I believe you will see a positive return on your investment, too."