




**WHAT ARE
YOUR
SALARY
EXPECTATIONS?**

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!**



**“What are your
salary
expectations?”**

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?

A group of business professionals are seated around a wooden conference table in a modern office setting. In the center, a man in a grey suit and red tie looks towards the right. To his right, a woman with dark hair pulled back looks towards the left. In the foreground, the back of a person's head with brown hair is visible. The table has notebooks, pens, and glasses of water on it. Large windows in the background show a cityscape.

1. They want to see
what type of **negotiator**
you are!

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 confidence

**TIP #1: There are two parties in this negotiation:
The Employee (YOU) – The Employer (THEM)**

This needs to be a WIN-WIN situation.



TIP #2: Give reasons WHY you are asking for your chosen salary!

“The salary I would like is \$35,000, and the reason for this amount is...”



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?”**

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“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

GlassDoor.com

Discover Salaries

Salary Calculator

Add a Salary

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DESCRIPTION BELOW THE VIDEO 😊**

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Brilliant Answer #2

“What Are Your Salary Expectations?”

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“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

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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.”