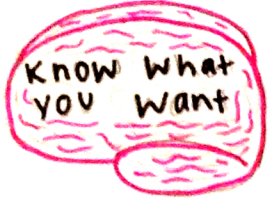


Salary Negotiation Cheat Sheet

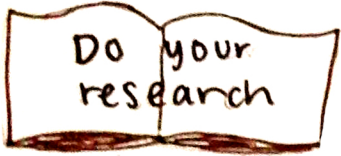
Negotiation Process

1



\$xx Salary
Stock options
xx Vacation days
bonuses

2



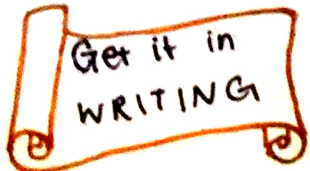
This position usually pays...
This company is still growing...

3



Never reveal your current salary.
If you must, tell them your expected salary.

4



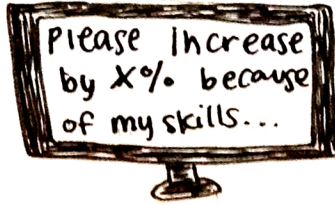
Receive offer.

5

Compare job offer to:
• what you want
• your research

6

Create a request



7

Wait for counteroffer



8

Reach agreement



Remember!

Always be polite & professional

DON'T LOSE YOUR TEMPER

DOs and DON'Ts

DO

negotiate benefits like vacation time, stock options, etc.

DON'T

just try to negotiate the salary.

DO

Talk about your professional accomplishments and average salaries as reasons why you deserve a higher salary.

DON'T

bring up personal reasons.



DO

be firm in what you say.

DON'T

go back on your word.



*terms and conditions apply

DO

work with the recruiter to reach a mutually beneficial outcome

DON'T

be adversarial.

DO

mention serious job offers that are offering more benefits.

DON'T

fabricate job offers to seem more desirable.

Alternative Benefits

- Better job title
- Increased signing bonus
- Earlier review
- more vacation time
- Education Allowance
- Working from home
- Covered travel expenses