

SALARY NEGOTIATION WORKSHEET

YOU

COMPANY

<p>BEST CASE SCENARIO</p>	<p>EXAMPLE: \$70,000</p>	<p>NOTE: When counter-offering, you don't want to aim too high. This may turn off employers. Look at third-party sources like the post-grad report for guidance.</p>	<p>?</p>	<p>EXTREME AMOUNT REQUIRING MANAGERIAL APPROVAL- THE HIGHEST A COMPANY CAN OFFER TO PREVENT INEQUITY ISSUES</p>
<p>IDEAL & REALISTIC</p>	<p>EXAMPLE: \$65,000</p>	<p>NOTE: Compare this amount to the lowest amount-is it worth negotiating? In the long term a few thousand dollars may not matter if other factors are met.</p>	<p>?</p>	<p>AMOUNT THE HIRING REPRESENTATIVE HAS THE AUTHORITY TO NEGOTIATE IN ORDER TO SECURE THE TALENT</p>
<p>LOWEST AMOUNT YOU WILL ACCEPT TO WORK AT COMPANY</p>	<p>EXAMPLE: \$60,000</p>	<p>NOTE: Before you request a larger salary, you must have real, qualified data to frame your reasoning for deserving more money.</p>	<p>EXAMPLE: \$60,000</p>	<p>INITIAL LOWEST OFFER TO OBTAIN THE TALENT</p>

POINTS TO CONSIDER:

- 1** Salary is not the only negotiable factor. Start date, location, signing bonus, work team, relocation, and potentially other factors can be negotiated as well.
- 2** When negotiating, walking away must always be on the table. However, if you don't have other offers it will be very hard to walk away.
- 3** **Once you accept an offer, cease all other job search activities. Stay true to your word and commitment. Give other recruiters the professional courtesies they deserve.**