



DO's and DON'Ts of Salary Negotiation



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|  be courteous, stay positive |  Don't mention personal needs |
|  Prepare & rehearse your story |  Don't be afraid to negotiate. |
|  Focus on your strengths |  Don't wait for yearly reviews |
|  Ask why request is turned down |  DON'T interrupt... listen. |
|  Know your worth and salary range |  DON'T underestimate yourself |
|  Assume you deserve top of your range |  Don't be afraid to counter |
|  Negotiate Benefits |  Don't make threats |