

Negotiating and Accepting Job Offers

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Four Things to KNOW About Negotiating



Know What You Want



Know Your Walk Away



Know Your Value



Know Your Worth

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What's Negotiable?

- ▶ Salary
- ▶ Bonuses
- ▶ Stock Options
- ▶ Vacation Time
- ▶ Relocation

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What's Else Is Negotiable?

- ▶ Interview & start dates
- ▶ Memberships
- ▶ Offer decision dates
- ▶ Flex Time/Remote working
- ▶ Professional Development

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Eight Tips to Aid In Your Negotiating

- ▶ Wait until an offer has been made
- ▶ Only negotiate if you are seriously considering accepting the offer
- ▶ Just because you can, does not mean you should
- ▶ Evaluate a job offer carefully before accepting
- ▶ Do NOT accept the position on the spot
- ▶ Talk to people to gauge the fairness of offer
- ▶ Phone conversations are preferred
- ▶ Avoid Yes/No Questions

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