Connect to Your Career

11-4 Salary Negotiation

1. There will be job offers in which the salary is lower than you would like to accept. You may consider negotiating a more appropriate salary. Conduct Internet research on how to negotiate a salary. List five tips you found that might help you with the negotiation process.

 1. <<Place Answer Here>>

 2. <<Place Answer Here>>

 3. <<Place Answer Here>>

 4. <<Place Answer Here>>

 5. <<Place Answer Here>>

2. The hiring manager will ask you the salary you require. Write five points you will make if given the opportunity to negotiate.

 1. <<Place Answer Here>>

 2. <<Place Answer Here>>

 3. <<Place Answer Here>>

 4. <<Place Answer Here>>

 5. <<Place Answer Here>>

3. Save your Word document as *FirstnameLastname*\_Salary.docx (i.e., JohnSmith\_ Salary.docx).