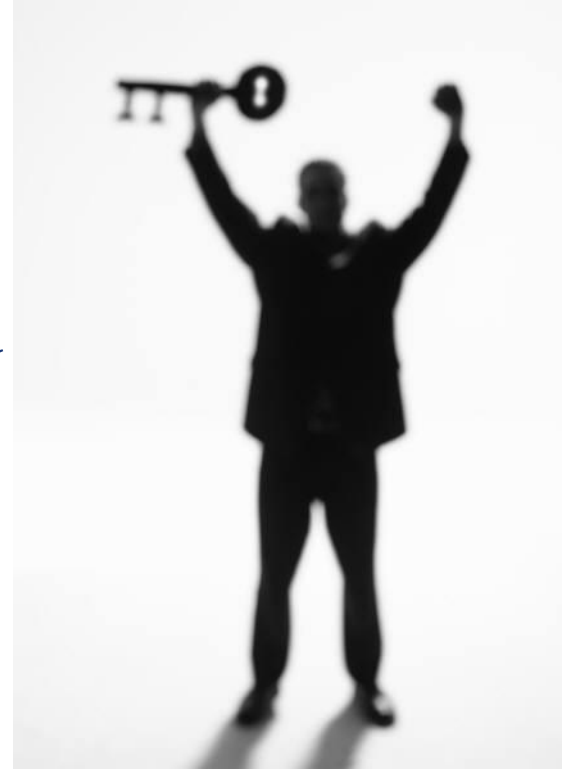


Negotiating

Opportunities await you



Adapted with Permission
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What is Negotiating?

- Back and forth communication aimed at a mutually beneficial agreement
- Usually occurs once a job offer has been extended
- How you demonstrate your worth to an organization



Consider the Offer

- Ask for time to review the job offer
- Research appropriate salaries for the position
 - Create a wish salary
 - Remember that as a new graduate you will likely be hired on, at or close to entry-level
- What else is the company offering you?
 - Look at the whole package



Understand Your Options

- What you may want to negotiate for
 - Reimbursement for conferences, joining professional organizations, tuition, travel
 - Health & dental insurance
 - Daycare
 - Flextime
 - Retirement plan
 - Vacation & holiday time
 - Personal & sick days
 - Maternity/family leave



Benefits of Negotiating



- Strengthens your candidacy
- Demonstrates your professionalism
- Higher starting salary
- Better benefits

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