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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