

AVOID SAYING THESE THINGS DURING SALARY NEGOTIATIONS



Summary: *We have compiled a list of the most important things to avoid saying during salary negotiations so you do not hurt your chances at employment.*

You have gone through the lengthy interview process, filled out all of the required paperwork and accepted an offer of employment. Now, the next step in the job procurement process is to **negotiate your salary**. Many people will put themselves at a disadvantage right off the bat by saying the wrong things during the negotiation. This can be completely avoided if you read the phrases and words in this post that should never be said at a negotiation.

"I am looking for x."

You should never be the first side of the negotiation to offer a dollar figure. This will put you behind the curve right from the start. When you offer a number first, you are pretty much ending the discussion before it even gets started.

"I accept..."

Make sure you never accept the first offer either. There is nothing wrong with trying to get the company to pay you a little more than what was listed in the job advertisement.

"This is all that you are offering me?"

If you ever say this phrase during salary negotiations, do not be surprised when the company low-balls you or rescinds their offer of employment. The company will get the impression that you are only concerned about a paycheck and nothing else.

"I have other offers on the table that are offering more."

Even if this is true, never tip your hand because the company will likely let you walk out the door without giving it a second thought. The same can be said if you do not have other offers. If the hiring manager asks you to elaborate, it will be difficult to save face on this one.

"I hate to ask for this, but..."

Telling someone you hate to have to ask for more money in a **salary negotiation** is a downright lie, so never drop this line during negotiations.

"This is my final offer."

When you drop this line during salary negotiations, be prepared to be shown the door and not welcomed back to the company. By saying this line you are making a demand and most companies will not meet that demand.

"The lowest I can accept is x."

You should never tell a company what the lowest amount of money is that you will accept because more than likely, this is what you will be offered.

"I am worth so much more."

This phrase should never come out of your mouth. You want to be polite and respectful during salary negotiations and saying this does the exact opposite of what you are trying to accomplish.