



DO YOU KNOW HOW MUCH YOU'RE WORTH?

Just as you need a goal to guide your job search, you must decide what you want to get out of these negotiations before you start. Are you clear about the difference between what you want and what you need? How much of a gap is there between what you want and what you'll accept (your bottom line)? As you gather information, make a list of what you want and prioritize it. What's really important to you? And what can you be flexible about? If your title and the size of your office are not that meaningful to you, make a note of that. You might want to make another list of questions to ask so that everything is as clear as possible before you make a commitment.

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