

10 TIPS TO NEGOTIATE A HIGHER SALARY



Summary: Whenever accepting a job, enter into salary negotiations using these tips to help you get the most money for your worth.

No one in their right mind would say no to a raise at work. Talking about money can be awkward, especially during the interview process but it shouldn't stop you. Since we assume you are like the rest of us and what to maximize your earning potential, follow these tips to get through salary negotiations.

1. Knowing your worth is essential. Be prepared to present a list of your skills and qualities that make you a valuable asset to the company. Research what **others in your same position earn**.
2. Be fair in demands and understand that companies have a fixed budget to run off of. There are **other things of value you can negotiate** into your salary besides money.
3. Avoid having the negotiations face to face. If at all possible, conduct the negotiation over the phone or email to improve your chances.
4. Never offer a figure first. Let the employer be the one to offer a figure so that you don't put a number out there that is lower than what they would pay you.
5. After they give you a number, counter with an exact number to show that you have done the research and know what you are worth.
6. Make the company see that you are valuable by demonstrating your worth through achievements and effort.
7. Know what your priority is before starting the negotiations. You may have a bottom line number but are willing to make up for what you feel you are worth with other benefits or you strictly want the money and will look for another job if they are unwilling or unable to meet your demands.
8. Research who your competition is for the job if possible so you understand what you are up against in your salary demands.
9. Demonstrate your value to the company by maintain a sense of professionalism at all times. This includes how you dress and talk.
10. You can play the "walk away" card, but be careful. Only resort to this option if you are willing to lose the job because if your salary demands are **out of reach for the company**, then they have no choice but to let walk away.

Photo: chicagotribune.com