



## Quick Tips: Negotiating an Offer

### **BASIC TIPS:**

- Use online resources (such as Glassdoor.com) to find out how much jobs pay.
- Assess your experiences and skill sets to find out how much you should be earning.
- Whenever possible, don't throw out the first salary number during an interview. Instead, politely ask the recruiter, "how much does this job typically pay?" This will give you a starting point for dialogue with the recruiter.
- When filling out a job application requires you to provide the first number, be sure to use a well-researched number; don't just "wing it."
- Doing your research will allow you to navigate the salary negotiation process with the strongest advantage possible and likely feel more comfortable.