

Negotiating Your Salary

with Valerie Sutton

PRE-NEGOTIATION ANALYSIS

My Personal Salary Range: -
Low (budget needs) High (ideal)

Market Range: -
Low (10%) High (90%)

My priorities: (What will you consider in your negotiation?)

Salary

Parking

Retirement

Commuter benefits

Health care

Days off (sick/holidays)

Relocation costs

Professional development

Housing/board

Life insurance/disability

Telecommuting

Memberships

Flextime

Tuition remission

Vacation

Other

Bonuses/performance-based raise

Strengths and Experience

What employer seeks (skills, knowledge, qualifications)	What I shared (skills, knowledge, qualifications)	Exceed, meet, or do not meet