



Salary Negotiations

- Some jobs, particularly government jobs, have a fixed starting salary and a clear salary range
- Many say “Salary in commensurate with experience”
- When/If they ask you about salary expectations, try your best not to give a number
- Your might respond “I really don’t know what this type of job pays, would you mind giving me a salary range?”
- The reason you are trying not to give a number is, the salary may be far better than you imagined, if they get a lower number from you, they may think they can lower their range
- As you negotiate the best salary you can, remember to be kind and firm. You are walking a fine line here
- You don’t want them to decide you are a push-over, but you don’t want to come across as a shark either