



Negotiating a Job Offer

Should I Negotiate?

Be aware that entry-level jobs and government positions with clear pay scales don't offer much room for negotiation.

Salary Negotiation

Research pay ranges for the position. Articulate why you should receive additional compensation based on industry research and your skill set. Plan and practice what you want to say. Support your points with evidence like relevant experience, special skills, high GPA, or current competing job offers.

What Else Can I Negotiate?

- Start date
- Early performance review and salary review
- Vacation Time
- Better Job Title
- Professional development or education stipend
- Relocation expenses
- Flexible hours or working from home option
- Signing Bonus
- Stock options within the company
- Technical Perks (laptop, cellphone, etc.)
- Transportation or Daycare Reimbursement
- Severance Package

Salary Research Sites

- [O*Net](#)
- [Glassdoor](#)
- [LinkedIn](#)

