

3 STRATEGIES

FOR NEGOTIATING COMPENSATION

1 know what you want.

Take the time to write out your goals and be clear on what you want to achieve. Prioritize your outcomes so you know what you are willing to negotiate and what you are not.

2 research the market.

Know the market value of your position and what the competitive landscape is. And research all the compensation options, not just salary.

3 showcase your value.

Be prepared to highlight your impact, showing them how you have delivered on your company's goals and objectives and where you have exceeded expectations and performance