

How to Negotiate a Salary

GoSkills online course syllabus

Skill level

Beginner

Lessons

13

Accredited by

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Pre-requisites

No prior experience needed

Video duration

34m

Estimated study time

34m 16s

Instructor

Stephanie Heath

Introduction

1 Embracing negotiation

Negotiating happens in your life more often than you think, which is why negotiating a salary has become increasingly important in recent years.

Negotiation Aversion

2 Overcoming imposter syndrome

When it comes to your self worth, it can feel challenging to equate that with a professional market value.

3 Maintaining your reputation

How you're viewed on your team typically overrides the goals you have when it comes to your salary.

Preparing to Negotiate

4 Conducting market research

When you conduct market research around the salary you're either earning or being offered, you can objectively evaluate it and give tangible expectations when negotiating.

The Negotiation Timeline

5 Your negotiation kickoff

It can be challenging to know when and what to expect during a negotiation.

6 Balancing information

Negotiation experts suggest staying vague during your negotiation, but it can be difficult to know how to do this.

Negotiation Tactics

7 When to counter

One of the major challenges individuals face when negotiating is knowing when they should counter an offer.

8 Finding your range

When countering, it can be tough for you to know exactly what range to provide.

9 Negotiating via email

You might prefer to negotiate via email as opposed to negotiating on the phone or in person.

Overcoming Negotiation Objections

10 Moving past no

Often, negotiators don't know how to move forward after hearing no.

11 Sticking to your goals

During a negotiation, it's important for you to focus on what's important for you and to not get caught up in the negotiation process.

General Negotiation Tools

12 Leveraging silence

Silence is a great tool to use while negotiating, but it can be tricky to incorporate into your negotiations.

Conclusion

13 Successful negotiations

Thank you for watching this course!