

## Quick Tips for Negotiating Salary

\***Overall Guidance.** Check out this site for good guidance on salary negotiation: [http://www.leighthompson.com/books/MindandHeart\\_2e/appendix\\_4.htm](http://www.leighthompson.com/books/MindandHeart_2e/appendix_4.htm)

\***Salary Surveys.** Google the phrase "Riley Guide Salary" to find an ugly site with beautiful lists of links to salary surveys. Some of the surveys are so-so, but some are excellent.

\***Current Trends.** Note that salary as such is less negotiable generally than it was 4 years ago. But other things- like start date, moving expenses, vacation, etc. are often more negotiable than you might think.

\***Career Services Office.** Your Office of Career Development can be a good source of benchmarks.

\***Student Coach.** If you can find one of my many former or current students, ask him/her to coach you. No kidding; (s)he'll get a lot out of it, and there's a good chance you'll get specific, practical, valuable help.

\***Bargaining for Advantage** by Richard Shell is the best one-volume negotiation text I've found in recent years. Especially note pp. 232-234 if you tend to be shy about negotiating.

\***My Video and Essays.** Check out my website, [professorfreeman.com](http://professorfreeman.com), for a video of a talk on Finding, Creating & Negotiating a New Job in Tough Times, especially minutes ~45-60. You'll also find supporting essays on related topics.

By Prof. Seth Freeman ([sf14@nyu.edu](mailto:sf14@nyu.edu)) © 2011