SALARY NEGOTIATION

TASK 12

1. Read the article in handout 12

TOP 10 TIPS FOR SALARY NEGOTIATIONS Learn how to get the salary you deserve

By Alan Kearns

2. After reading the article, guess the meaning of the following words from the context of the article. For the words/phrases that you don't know, look up the meaning in the dictionary.

to land a job	premature	to feel pressure	to showcase
apprehensive	to persist	to insist on	incentive
unreasonable	bottom line	astute	high stakes
tactics	fringe benefits	to commit	to put in perspective

3. Answer the following reading comprehension related to the article:
   a) Why can negotiating a salary be perceived well by a potential employer?
   b) What tactics can be used to avoid naming a specific figure too early?
   c) Why should a job seeker research salary information? Where can he/she do it?
   d) What elements of remuneration should be negotiated?
   e) Under what circumstances would it be a good idea to walk away from the negotiation?
   f) Why is it not advisable to revisit salary conditions once agreed to?
   g) What other advice, not mentioned in the article, could be given to someone negotiating a salary?
4. Explain what the following sentences from the article mean.
   a) For the employer, yours is only one of many negotiations for services and products they depend on.

      _____

   b) Savvy negotiating skills are often prized.

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   c) Don't name a figure until the employer has made it clear that you are the choice candidate.

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   d) As well, you should discuss the company's policy on acquiring future raises.

      _____

Financial Consumer Agency of Canada. (2021, May 3). *Choose a life event. starting your first job, payroll deductions: where does it all go?* https://www.canada.ca/en/financial-consumer-agency.html

e) This is an opportunity to show you can carry your weight in a negotiation.
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f) At the end of the negotiation, you may feel pressured to commit.
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5. Read the article again and discuss which pieces of advice are most valuable to you. Then, write a point-form summary of the most important advice from the article.

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