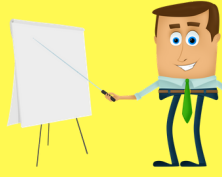




7

SALARY NEGOTIATION TIPS FOR EMPLOYER



1

Do your research long before posting the job. Who are you and why are you here? Keep it short and sweet.

2

Likewise, allow applicants to fully understand the job before pressuring them for salary requirements.

3

Don't lead with the top amount you can offer. Most applicants assume that the starting offer will be negotiable and will ask for more.

4

Pay attention to how they negotiate. Use this as an opportunity to further ensure they're a good fit.

5

Don't run away if the applicant's expectations are out of your budget.

- Good health insurance benefits
- The ability to telecommute
- Extra vacation time
- Reimbursements for tuition

6

Be aware of the effect your job posting or application process might have on potential candidates.

7

Don't get too hung up on how much the applicant currently makes.

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