Salary negotiation preparation

Name _____ **Date** _____

Answer each question before your conversation.

Question	Your notes
1. What is the offer, converted to annual pay and pay per hour?	
2. What do similar roles pay in your area (sources)?	
3. What is your target and your walk-away number?	
4. What else could be negotiated (start date, remote days, PTO, training)?	
5. What results or skills justify your request?	

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