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HOW TO: NEGOTIATE

If you don't ask, the answer is always no

Getting to this stage is a big deal but it's important to know how to ask for what's important to you so that your dream job doesn't feel like slightly disappointing.
Most job interview processes are transparent about the salary and benefits so there should be no surprises when the offer comes through, but there are still a few things worth asking about.

Know your worth

Do some research into salary bands for similar job titles and how much demand is there for your skillset.

Reputation

What's the buzz about the organisation you're about to join?

Gut feeling

Before you sign, check in with your instincts and don't ignore any red flags.

Discussion points

- Be up front about the best-case scenario for what the job looks like, i.e., flexibility, location, hours, and find a compromise that works for both parties.
  Go in knowing your deal breakers and stay true to them.
- Start dates, planned holidays, and work/life goals are also important pieces of the negotiation puzzle.