brooke dunwell

Negotiating Mistakes to Avoid

Negotiating a salary can be a nerve-wracking process, but it's essential to ensure you're compensated fairly for your skills and experience. Avoiding common mistakes can help you navigate the negotiation process more effectively.

Here are some of the most frequent pitfalls people encounter during salary negotiations:

1 · Not Negotiating At All

Many people accept the first offer they receive, either because they're eager to start the job or they're uncomfortable with the negotiation process. However, employers often expect some negotiation and might start with a lower offer, anticipating a counter.

2 · Failing to Do Research

Before entering negotiations, research the typical salary range for the position in your location and industry. Sites like Glassdoor, PayScale, and Salary.com can offer insights. Without this research, you might undersell yourself or ask for an unrealistic amount.

3 · Talking Too Soon

Revealing your salary expectations or current salary too early in the interview process can limit your negotiating power later on.