

## **Negotiating the Job Offer**

Remember that the employer wants the best candidate at the lowest ( or at least the market )price.From your point of view you are trying to negotiate the best possible offer "when the iron is hot" –when you are offered the job.

What is the monetary rate of the job:- Goggle, job agencies and colleagues can be helpful here. Some job rates will be established through Company/Union Negotiation or National Trade Industry Rates

Have some sense of your desired minimum-middle and maximum salary

What are your salary expectations? Having researched similar roles – I believe for the job an effective salary range would be from --- to ---- or ask the question "What range did you have in mind?"

If the salary is good but not high enough you could explore the possibilities of a review after probation or some other conditions, e.g. VHI, mileage allowance, etc..