Negotiating Your Salary

Objective
To get a fair salary is a legitimate goal. But some well known mechanisms let us accept less. Nobody can change the job market. But you can influence your own performance in negotiations. This can be your ambition: No more concessions than necessary!

Description
After having attended this workshop, you will
- be familiar with a method, which avoids almost all possible mistakes,
- use only a few words,
- know and sidestep the tricks of interviewers,
- prepare your interview by comparing salaries in your market,
- understand that “being cheap” is a fatal strategy.

Methodology
- You will get some lists & tips.
- You will discuss your experience and ask questions.
- Maybe you will want to try to simulate the negotiation.
- It’s a workshop, not a lecture.

Organizational Information

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<thead>
<tr>
<th>Language</th>
<th>English</th>
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<tbody>
<tr>
<td>Target group</td>
<td>Advanced Doctoral Candidates and Postdocs from all faculties</td>
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<tr>
<td>Date</td>
<td>Thursday, 28 November 2019, 13:30 – 16:30</td>
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<td>Registration</td>
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