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 online 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!

We will decide shortly before the workshop, whether it will take place online or in presence at Campus Bockenheim. Participants will be informed in time.

**Organizational Information**

<table>
<thead>
<tr>
<th><strong>Language</strong></th>
<th>English</th>
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<tbody>
<tr>
<td><strong>Target group</strong></td>
<td>Advanced Doctoral Candidates and Postdocs from all faculties</td>
</tr>
<tr>
<td><strong>Date</strong></td>
<td>Wednesday, 10 November 2021, 9:00 – 12:30</td>
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<tr>
<td><strong>Registration</strong></td>
<td>For registration click here</td>
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