

Negotiating Your Salary

Trainer



Dr. Steven Goldner

My experience with interviews covers many years on both sides: I was head of Human Resources and I am a consultant. Mainly I'm helping people to find the job that fits to their wishes. I'm a consultant for companies and institutions in several industries. I'm 73 and love my job more than ever ... because it works!

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

Language	English
Target group	Advanced Doctoral Candidates and Postdocs from all faculties
Date	Wednesday, 10 November 2021 , 9:00 – 12:30
Registration	For registration click here