

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!

Organizational Information

Language	English
Target group	Advanced Doctoral Candidates and Postdocs from all faculties
Date	Wednesday, 28 October 2020, 9:00 – 12:30
Registration	For registration click here

