



## The Salary Question

### **BASIC TIPS:**

- Do your research ahead of time. Get an idea of what the standard salary range is for a particular industry and a particular role within that industry prior to interviewing.
- The salary question can be a screening question, and the way you answer it can differentiate you from other applicants and display your overall professional maturity to an employer.
- Use online resources like Glassdoor.com, Salary.com, and LinkedIn to help with your research. Consult with your college career center, your college alumni who work at the company, and/or mentors.
- Salaries can vary regionally! Know geographically where you would be taking that position and what the standard salary is for that region.
- Be careful about negotiating salary and benefits for entry level jobs. If you want to negotiate, highlight what makes you a special or unique asset to the company. Mention things like a specific credential, a license, a certification, or specific experience.
- Be respectful in your negotiation! Be tactful, realistic, and aware of whom you are interviewing with and mindful of the appropriate time to have such a conversation.