



Salary Negotiation Worksheet

1. Research Salary & Compensation

Industry standard (range) _____

Individual worth against the industry standard _____

Acceptable salary: high range _____

Acceptable salary: low range _____

Non-negotiable benefits _____

Other types of compensation _____

2. Plan the Negotiation

Approach/angle/leverage to use for negotiation

Script or words to use to start negotiation _____
