



Compensation Negotiation

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| I have a clear sense of what the offer is going to be. | | I anticipate the offer will be |
| I have researched the market value of this position. | | The average compensation for this position in my area is |
| I am clear on what I will be asking for. | | I will be asking for |
| I am prepared to share what I will bring to the position. | | I will tell them that I plan to contribute |
| I am prepared to share my past accomplishments. | | I will share that I have accomplished |
| I am prepared to respond to common objections. | | I will respond to common objections by. |
| I have decided what my bottom line is. | | My bottom line is. |
| If I do not receive my bottom line, I know what I will do next. | | If I do not receive my bottom line, I will |