Negotiating Your Salary

**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**

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<thead>
<tr>
<th>Language / Format</th>
<th>English / Online</th>
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<tbody>
<tr>
<td>Target group</td>
<td>Advanced Doctoral Candidates and Postdocs from all faculties</td>
</tr>
<tr>
<td>Date</td>
<td>Tuesday, 28 November 2023, 9:00 – 12:00</td>
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<td>Registration</td>
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