

RAISEWEEK

————— Negotiate Like a Boss —————

Negotiation isn't about one size fits all — but with the right mindset, approach, and preparation, you can make it work for you!

MINDSET

- Negotiations is a skill. You CAN get better with practice.
- You are worth the time and investment.

APPROACH

- At the end of the day, you want to leave a positive impression while firmly representing your value and worth.
- You deserve this. It's both good for you AND the team/company.

PREPARATION

The Role/Function I am Negotiating for:

- Based on the role/function, what is my current market value?
(Consider looking for similar experiences and skillsets, educational background, in the same geography.)
- Range:
- Median:

What are my Three Numbers?

- Walkaway:
- Reasonable:
- Thrilled:

What is my unique promise of value? How have I proven this? _____

What is my unique promise of potential? How will I prove this? _____

Who are the Key Decision Maker(s)? _____

Who has influence with the Key Decision Maker(s)? _____

When is the right time to start the dialogue? _____

Who can I practice with? _____

ADDITIONAL RESOURCES:

BOOKS:

- Getting More: How to Negotiate to Achieve Your Goals in the Real World by Stuart Diamond
- Getting to Yes: Negotiating Agreement Without
- Giving In by Roger Fisher and William Ury
- Give and Take by Adam Grant
- Mindset: The New Psychology of Success by Carol Dweck
- The Politics of Promotion: How High-Achieving Women Get Ahead and Stay Ahead by Bonnie Marcus
- Presence: Bringing Your Boldest Self to Your Biggest Challenges by Amy Cuddy