

Salary Negotiation Scripts

“I’d really like to work with you on this. What would be the best way for us to move forward?”

“I’m invested in helping the company grow. How can I take on more responsibilities that will expand my role?”

“What is your philosophy and practice on compensation, raises and bonuses?”

“I think it’s great that the company believes in fairly compensating its employees. I’d love to hear why you chose me as a candidate for this position.”

“Based on my research, the salary range for this position (in this industry and area) is \$X-\$Y. What can we do to bring my salary closer to market rate?”

“Would you agree that my contributions have added value to the organization?”