

# Nail the "Salary Expectations" Question!

An unskillful answer to an interview question about salary can cost you a lot of money – or cost you a job offer.

Naming a figure is risky. If your number is too high, the employer can't afford you. Too low, you hurt your credibility. Even if your number is right on, you limit your freedom to negotiate.

**How should you answer?** Follow the arrows below.

**EMPLOYER: "What are your salary expectations?"**



**YOU: "Can you tell me the range you have budgeted?"**



**"YES, it's \$\_\_\_\_\_ - \$\_\_\_\_\_."**

**"NO, just tell me your expectations."**



**"That sounds like a reasonable ballpark..."**

**"Well, I've done some research & what I've been seeing is salaries from \$\_\_\_\_\_ to \$\_\_\_\_\_..."**



**"...& I'm sure that once we decide there's a fit, we'll be able to agree on a compensation package that's fair."**

**OKAY!**

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