

Scenario 1: The Over-confident Negotiator

You have just been offered a job with XYZ Technologies. It's a great job, but you were at the top of your class and you believe you deserve a high salary and outstanding benefits. (The economy is picking up, right?) The employer has just offered you a salary of \$100K. This salary seems in the range of acceptability, but you aren't afraid to push the envelope. How would you proceed?

Scenario 2: Prepared Negotiator

You have just been offered a job as an assistant professor at a prestigious research university. For years, you have hoped to attain a job like this and now it seems like a dream come true. You have prepared for this negotiation. This is what you've learned from talking with your advisor and others who have recently secured similar academic positions and also by researching various online sources: Salaries in these types of positions range from \$77K to \$80K Start-up consulting packages in the private sector range from \$150K- \$250K How would you proceed?