

Table of Contents

Introduction	3
Q&A: Should I divulge my salary history?	4
Skip the job postings	5
Don't be afraid of forms	6
Deal with managers directly	6
Lead with your requirements	6
Protect your freedom to negotiate	7
SIDEBAR How to decide how much you want	7
Keep Your Salary Under Wraps	9
Who says my salary is any of your business?	9
Let yourself be judged—insist on it	10
Salary surveys can hurt employers	11
SIDEBAR Salary surveys: Know when to fold 'em	11
How to Say It I want a higher salary	12
Junk logic behind price fixing can hurt you	12
SIDEBAR The salary gotcha	14
Negotiate, don't concede	14
Explain the policy	15
SIDEBAR Go pound salt	15
How to Say It Don't ask for my salary	15
How to Say It "No" to a salary history request	16
Don your flak jacket	16
Prove your value to get hired	18
How to Say It Let's talk profit	18
Protect your worth	18
Next Steps	20
Crib Sheet.....	21