



RUTGERS

School of Management
and Labor Relations

CAREER SERVICES

Salary Negotiation

Website Resources:

- **NACE Salary Resources:** <https://www.naceweb.org/tag/salaries/>
- **O*Net Online:** <https://www.onetonline.org/> - type in an occupation in the Occupation Search bar, select the role, scroll down and review the Wages & Employment Trends
- **Salary.com:** <https://www.salary.com/>
- **Salary List:** <https://www.salarylist.com/>
- **U.S. Bureau of Labor Statistics:** <https://www.bls.gov/bls/blswage.htm>
- **JobStar Central:** <http://jobstar.org/tools/salary/index.cfm>
- **Salary Expert:** www.salaryexpert.com

Articles & Videos:

- "How to Negotiate a Salary"; source: Indeed (YouTube video, 3:28 minutes)
https://youtu.be/Xap454_Nq2g
- "How to Negotiate Salary for a Job Offer"; source: Indeed (YouTube video, 1:14 minutes)
<https://youtu.be/byCXrFXReHw>
- "A CEO Gives 5 Tips to Winning Your Salary Negotiation"; source: Business Insider (Article)
<https://www.businessinsider.com/tips-for-salary-negotiation-2016-12>
- "10 Executive coaches share their tips for negotiating pay"; source: Monster.com (Article)
<https://www.monster.com/career-advice/article/career-coach-tips-negotiate-salary>
- Harvard Business Review – "15 rules for negotiating a Job offer" (Article)
<https://hbr.org/2014/04/15-rules-for-negotiating-a-job-offer>
- "Proven Tips for Negotiating a Higher Salary"; source: The Balance Careers (Article)
<https://www.thebalancecareers.com/top-salary-negotiation-tactics-2063437>
- "Barbara Corcoran Explains How To Ask for a Raise"; source: Business Insider (YouTube video: 4:00 minutes)
<https://youtu.be/FWxoIORrPvc>
- "Know Your Worth, then Ask for It" TED Talk (YouTube video, 8:13 minutes):
https://www.ted.com/talks/casey_brown_know_your_worth_and_then_ask_for_it/transcript?language=en