Salary Negotiation

Website Resources:

- **NACE Salary Resources**: [https://www.naceweb.org/tag/salaries/](https://www.naceweb.org/tag/salaries/)
- **O*Net Online**: [https://www.onetonline.org/](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/](https://www.salary.com/)
- **Salary List**: [https://www.salarylist.com/](https://www.salarylist.com/)
- **JobStar Central**: [http://jobstar.org/tools/salary/index.cfm](http://jobstar.org/tools/salary/index.cfm)
- **Salary Expert**: [www.salaryexpert.com](http://www.salaryexpert.com)

Articles & Videos:

- "How to Negotiate a Salary"; source: Indeed (YouTube video, 3:28 minutes) [https://youtu.be/Xap454_Nq2g](https://youtu.be/Xap454_Nq2g)
- "How to Negotiate Salary for a Job Offer"; source: Indeed (YouTube video, 1:14 minutes) [https://youtu.be/byCXrFXReHw](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](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](https://www.monster.com/career-advice/article/career-coach-tips-negotiate-salary)
- "Barbara Corcoran Explains How To Ask for a Raise"; source: Business Insider (YouTube video: 4:00 minutes) [https://youtu.be/FWxoIoRrPvc](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](https://www.ted.com/talks/casey_brown_know_your_worth_and_then_ask_for_it/transcript?language=en)