

#WomenInTech & Beyond



Interview and Negotiation process, how not to lose your head.

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Interview prep.

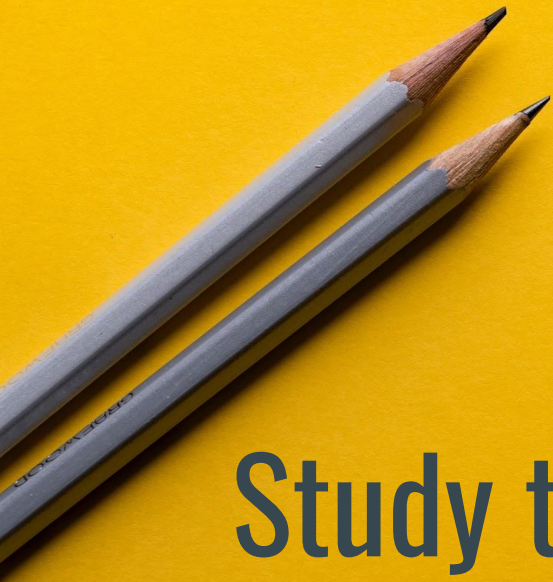


**Get to know your
resume.**



Skills? Projects?

Think about what you've accomplished.



Study the job description.

Pinpoint.

Pull out the major parts of the job description.

Outline.

Answer the required skillset with examples of your own.

Questions.

What questions come up while studying the job and employer? Bring these to the interview.

Get to know them.



Matchmaking

How do you align with them? Do you?

**Find that thing that
helps you keep your
head.**



Negotiating.



You are not alone.



47%

are reluctant to negotiate.¹

79%

of millennials didn't negotiate for first job out of school.²

66%

Report not knowing how to ask for more.²

Determining your worth.



Shop around.

Do your research. Glassdoor, Salary.com, Bureau of Labor Statistics
and ask your colleagues.

Reflect.

Skills, experience, education -- what do you bring to the company?

Evaluating your offer.



Cost of living.

What do your basic needs cost?

Benefits.

Traditional and non-traditional perks.

Priorities

Support for professional growth? Vacation? Flex Schedule? Telework?
Mentoring? Working environment perks?

Building your confidence



They want you; you are their number one choice.



Define

What is your value to your potential employer?

What if...

You're unemployed? First job in field? Just graduated?

Negotiating for more.



HR has one job

To get you in for as little as possible.

Knowledge

You've done the leg work, you know whether the offer is competitive or not.

Pause & think

Don't accept right away. Take your time to evaluate.

Thank you!



References

1. Linda Babcock, *Women Don't Ask: The High Cost of Avoiding Negotiation - and Positive Strategies for Change*
2. Levo League, "Over Sixty Percent of Millennial Women Say They Don't Know How To Ask For More" [\[link\]](#)