

## Eastern Michigan U - DivComm | Career Corner Podcast - S4 - EP20

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This is Eastern Michigan University's *Career Corner*, hosted by the Career Coaches of the University Advising and Career Development Center. And welcome to Season 4-- Career FAQ.

Welcome back to the Career Corner Podcast on our season *Career Frequently Asked Questions*, devoted to addressing the common questions we receive every week that are relevant to our students and alumni. Today's our final episode of the season, and addressing a very important subject for so many-- salary. More importantly, how can I negotiate my salary as a new grad?

Often, recent college graduates don't realize that they can and should negotiate their salaries after receiving offers. You want to go into salary negotiation with a good understanding of the range that the job and field you're interviewing for is paying these days. This requires some research. For information on salary research, in this podcast, on how can I find out more about job-- sorry, I'm going to re-do that.

To find information on salary research, there is a podcast we recorded earlier in the season called *How Can I Find Out How Much a Job Actually Pays?* You may want to check that out to get more information on how to research. It is critical that you're aware of what your salary needs are.

Determine what your lowest salary is that will allow you to maintain your financial needs. This will keep you focused on how to determine what to negotiate for. Also, keep in mind that if a job is paying less than your bottom-line salary you can take--

Keep in mind that if a job is paying less than your bottom, they also may not be open to paying above that amount. If the pay meets your bottom-line salary but is not flexible, consider negotiating benefits to save you money in the long run.

It's not easy to discuss money. We all know this. But doing your research and knowing your worth will build your confidence in going into the discussions. Knowing your worth is essential when negotiating salary. Your unique skills will add value to an organization. And if you struggle to articulate your skills, you can always set up an appointment to meet with a Career Coach to work through that.

Now that you have a better understanding of how to negotiate salary, you can do the necessary research and go into negotiations with the knowledge and confidence to build your case and advocate for your best interests.

You can do this by going into Handshake and finding a Career Coach team member at [umich.joinhandshake.com](https://umich.joinhandshake.com).

We hope you enjoyed this series, *Career Frequently Asked Questions*. Thank you and remember, we support your goal.

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