SALARY NEGOTIATION

NACE Salary Survey

The National Association of Colleges and Employers (NACE) provides national averages for starting salaries of college graduates. The NACE Salary Calculator Center is a salary survey data resource. The Salary.com website provides salary averages for your field and in your geographic area of interest.

Tips for negotiating your salary:

- Do not accept or decline an offer based on salary alone.
- Negotiating is a conversation for win-win solutions.
- Negotiations are over when you accept the offer. Get it in(1) -2. Gs