

The 8 key words to negotiate the salary in a job interview

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FULL TEXT

Getting the **desired pay** is possible, although it requires, in some cases, that we are **good negotiators**.

Knowing how to negotiate our salary in the different job interviews requires that we take into account several points, but without a doubt negotiating the salary is one of the biggest difficulties we face.

Here are some words and phrases that can contribute to a positive result:

- 1) **"According to my investigations."** Demonstrate from the beginning that you have prepared, researched and above all, that you are clear about what you want based on the market. It can make the interviewer understand that not only do you know what you want, but you know what you're worth.
2. **"Market"**. Demonstrate to the interviewer that your aspiration does not only come from the person/candidate in isolation, but is also fair to the labor market.
3. **"Added value"**. No one is indispensable and it is important that you do not make the mistake of ever thinking that. But what is real is that your added value can be a strategic point to negotiate your salary. In this case we recommend that they think that they could contribute to the company that another candidate does not and put it on the table as an element to negotiate the salary.
4. **"Flexibility"**. We recommend using this word to honestly and transparently shape your salary. Example, ask how flexible the company can be with the initial sum or if there is possibility of compensating with other benefits. The worst thing that can happen is a "no". Have the ability to know how far you can "pull the rope" without it being cut.
- 5) **"I would feel more comfortable"**. Avoid words like "I want" or "I need," replacing it with a "I would feel more comfortable." This helps to express the same idea, but not so imperative.
- 6) **"Time to think"**. It is important to give yourself some time to think, there is no need to decide everything in the moment. Time will help you see the picture in a clearer and calmer way.
7. **"Midpoint"**. The idea of negotiating a salary does not take it as winning a battle, on the contrary, it is a 2-part game in which ideally both parties win. Find the center between what you want and what the company can give. On the other hand, this gives a good impression and will show you as a conciliatory and fair person.
- 8) **"Thank you"**. A simple word can take us a long way. Be grateful for the opportunity and goodwill or willingness.

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