SAMPLE

Excerpt from: Salary Negotiation Scripts

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SKILLQUESTERS



SALARY NEGOTIATION SCRIPTS

Exactly what to say —
and when to say it

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How To Use This Playbook

Words that earn money

Most people lose thousands of dollars with a single sentence: 'Sure, that sounds good.' This playbook gives you the exact words for every stage of salary negotiation — what to say, when to say it, and what never to say.

These scripts are based on widely reported negotiation research and recruiter practices: anchoring, preparation, silence, and total-compensation thinking. Adapt the brackets to your situation; keep the structure.

- **Part 1 — Mindset:** why negotiation is expected, not rude.
- **Part 2 — Research:** knowing your number before they name theirs.
- **Part 3 — Pre-offer:** deflecting the salary question early.
- **Part 4 — The offer:** responding without accepting on the spot.
- **Part 5 — Counter:** scripts that raise the number.
- **Part 6 — Objections:** answers to 'we can't go higher.'
- **Part 7 — Special cases:** raises, deadlines, multiple offers.
- **Part 8 — Templates:** copy-paste emails and call scripts.

WHY IT WORKS: *Negotiation research consistently finds that candidates who negotiate increase their starting pay significantly compared to those who accept the first offer — and employers expect it. The hiring manager will not rescind an offer because you asked professionally. Silence costs more than asking ever will.*

Your turn:

My role / target role:

My location / market:

My current (or last) salary: $

My target salary: $

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