

Afraid of asking for more? Learn to negotiate your first salary

It is common for new graduates to settle for lower salaries on their first job. This is because they feel they are in no position to ask for a raise owing to their lack of experience. On the contrary, negotiating your first salary has nothing to do with your work experience.

Generally, employers never make the best offer in the beginning and those candidates who are able to negotiate their offer often end up earning more than those candidates who don't. Also, those who at least attempt to negotiate are considered more positively because they tend to show skills that the company can use. To make sure you do not give your employers a wrong impression about yourself, you need to know how to negotiate your first salary.

Before you ask your first salary know the reasons for negotiating:

- **Your paycheck has to cover all your expenses:** the size of your paycheck decides how much you get to spend every month. Once you land yourself a job, you are expected to cover all your expenses by yourself and cannot rely on your parents for pocket money. Your paycheck decides how much you spend at the grocery store, the gas station, the doctor's office, house rent and a number of other day to day purchases. You need to understand that your starting salary is the basis for your future raises. Hence, if you start at a lower amount, you end up getting a poor raise.
- **Your first salary plays a key role in determining your life after retirement:** The salary you draw during the early years of your career lead on to determine how much pension you will draw after your retirement. If you do not negotiate your first salary today, you might just as well have a hard time making ends met once you retire.
- **Because you are worth it:** It is clear when your employer hires you, that you have been hired for your skills. This implies that your skills are valued and you deserve to be paid for that value. You have to make sure that the salary you are being offered fairly compensates you for your work and helps you to make ends meet.

Now the Tips for you to follow when you negotiate your first salary:

- **Do your research before an interview:** it is necessary you know what they pay for a job like yours in other companies. You can browse online for salary surveys and if you are linked with a recruitment organization or agency, they should be able to tell you what the salary range for the position you desire is. You also need to decide what you want from the job with regards to both work and money. It is important you convince yourself first and then try it on your recruiters.
- **The negotiation must not start too early.** Do not ever ask about your salary in your first interview. The employer must not get the idea that a high salary is your motivation for taking up the job. Hence, you wait for the recruiters to ask what salary you are expecting from them. This is when your homework comes into picture.

You know how what the market rates are. It is safer to give a number ranging within the market.

- **DO NOT DEMAND- But do not be afraid in asking either:** Know what you are worth. Asking is not a negative expression. Nobody loses an opportunity because they ask. The way you sound when you ask is important. Do not seem curt while asking. A requesting tone will help you here. Remember, during negotiations it is important that you seem polite, professional and enthusiastic as well.
- **Make yourself a commodity and try to sell:** Showing what you are worth during your interview is very important. Give wise answers when you are faced with tricky questions. Explain to them hypothetically as to how you will crack a problem if you are faced with it during your work. Give good examples. Give them a reason to believe that they will benefit by hiring you.
- **Show them you have other options:** This can get a little tricky, so be careful. Let your recruiters know that you are interviewing for other jobs as well. If they feel you are valuable, they will want to keep you and will be more open to negotiations on raising your salary.

Negotiating your first salary is not impossible. You have to keep in mind these above mentioned tips before you go on to convince your recruiters that you should be paid for what you are worth. Also, you need to make sure you do not end up victorious in the eyes of your recruiters. At the end of an interview, they should feel that they have won.

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