The Job Search: Negotiating Promotion & Resources

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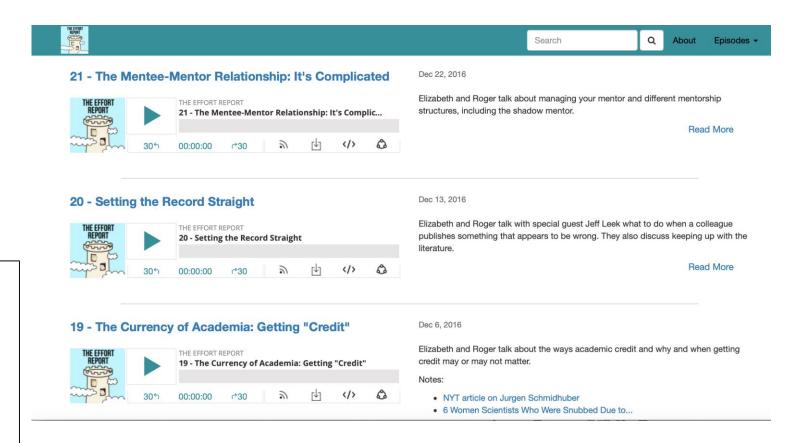
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5 Principles of Negotiating Promotion & Resources

- 1. Gather information.
 - Be aware that women and minorities tend to be paid less and have smaller start-up packages.
- 2. Vision should drive strategy, strategy should drive your ask.
 - What resources do you need to achieve what you're being recruited to do?
- 3. Framing should be about what's needed to set you and your future division/department up for success.
- 4. It's not an adversarial process.
- 5. Don't burn bridges.