Successfully Negotiating a Position for Careers beyond Academia

"Okay, this is my final offer. You get an office with a window, but you’re not allowed to look outside."

Thursday, November 5, 2015, 3:30 p.m. to 5:00 p.m.
114 South Hall

How can you set the appropriate tone, develop a positive rapport, explore options around your job offer that meet your needs while successfully building a positive and lasting impression? What are your needs? What is your “bottom line”? When do you walk away? How do you raise salary issues or need for a delay in start time? When do you put these issues on the table?

When negotiating a position for a career beyond academia, it is important to remember you are at the very beginning of establishing a new and, hopefully, long-term relationship. This workshop will explore the nuances and strategies for successfully asking for what you need when negotiating your first position both beyond and within academia. We will explore tips on what to ask, when to ask and how to ask. We will debunk myths around power dynamics, how to go about setting priorities and resources available for determining an appropriate salary range for the position you are applying. The workshop will include an interactive exercise.

Questions? Contact, Gwynn Benner (wlbenner@ucdavis.edu), Coordinator, Career Services for Master’s & Ph.D. students and Postdoctoral scholars, Internship and Career Center.

For additional ICC workshops for master’s and Phd students, and postdoctoral scholars, see: http://icc.ucdavis.edu/graduates/Events.htm.