

Mastering the Art of Salary Negotiation



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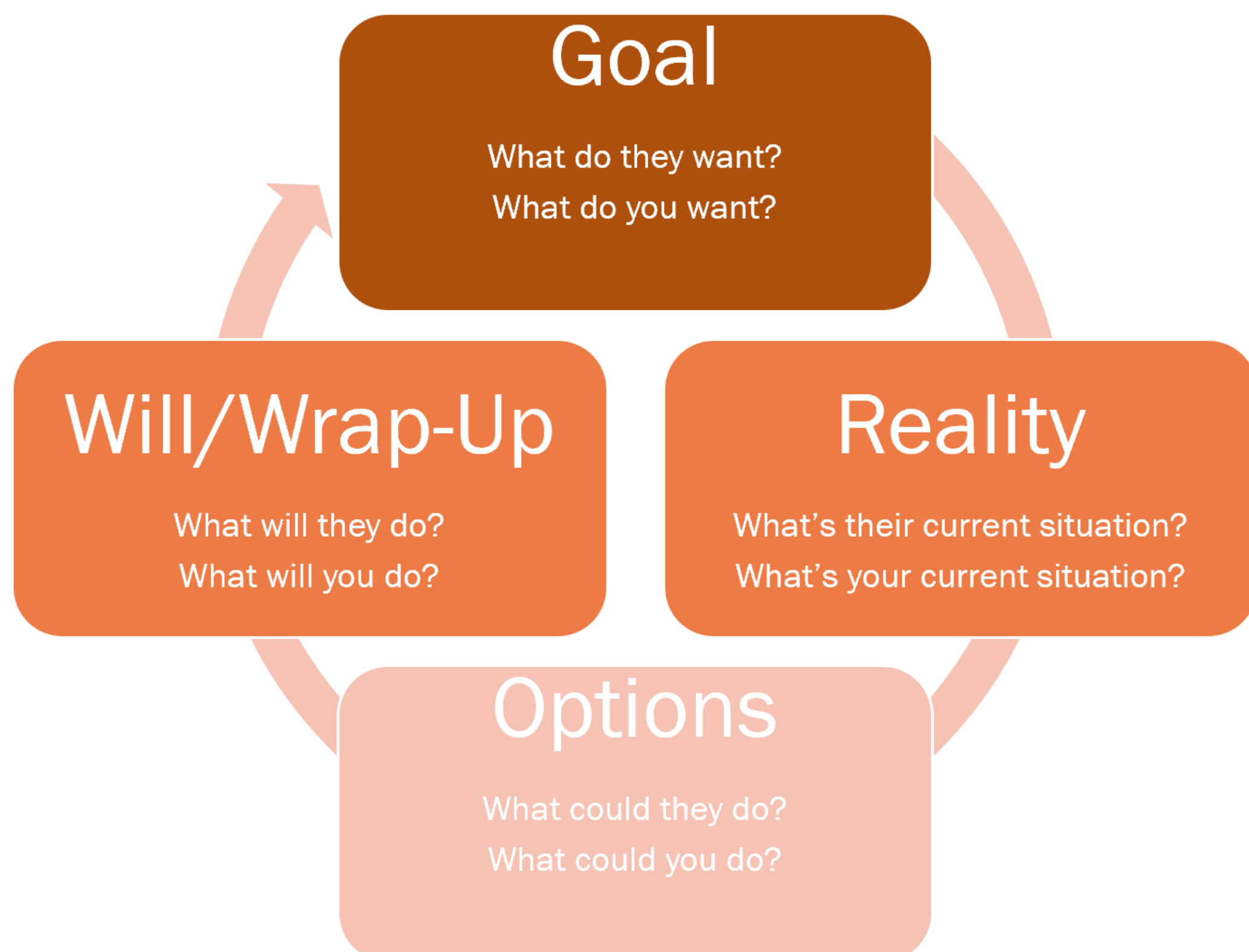


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Use the G.R.O.W. Model as a technique in your next Salary Negotiation

Negotiating Technique: G.R.O.W. Model

GROW Model created by Graham Alexander,
Alan Fine, and Sir John Whitmore in the 1980's
as a coaching model



Next, Remember the **4x4**
Factors to Consider in
Negotiations

4 Negotiation Do's

- Always negotiate
- Know what differentiates you
- Ask for the final offer in writing
- Know the core motivating factors of the decisionmaker(s)

4 Negotiation Don'ts

- Discuss salary too soon
- Say "yes" or "no" to the first offer
- Automatically assume that the "pie" is fixed
- Dress inappropriately for the role (attire still matters)