

PUBLIC HEALTH AMERICORPS CAREER DEVELOPMENT WEBINAR 12 WORKBOOK



*A WORKBOOK FOR PUBLIC HEALTH AMERICORPS MEMBERS TO COMPLEMENT THE
PUBLIC HEALTH AMERICORPS CAREER DEVELOPMENT WEBINAR SERIES, 2024*

JOB OFFERS AND SALARY NEGOTIATION

Things to *Think About*

- Reflect on your past experience, what challenges have you faced when negotiating your salary, overall compensation package, or advocating for additional benefits?
- Consider the factors that influence one's salary, how does this influence how you'll approach your next negotiation?

JOB OFFERS AND SALARY NEGOTIATION

Things to Review



Read “[Understanding Your Job Offer](#)”



Watch a [video detailing salary ranges for public health jobs](#)



Read “[The Ultimate Guide to Negotiating Your Salary](#)”



Watch a [video on how to conduct salary research](#)



Read “[How to Negotiate Salary: 3 Winning Strategies](#)”



Review the BigMarker Resource Hub, specifically Career Fair prep resources from Webinars 6-10.

Things To-Do



Research salary data

- Conduct research to understand salary data and ranges for your desired roles within public health. Utilize resources such as salary surveys, industry reports, and online databases to gather relevant information.



Prepare a negotiation strategy

- Develop a personalized negotiation strategy that considers both your salary and benefits. This strategy should include setting clear salary expectations, identifying desired benefits, and practicing effective negotiation techniques.



Network and seek guidance

- Reach out to mentors, peers, or professionals in the field to seek guidance and insights on salary negotiation. Networking with individuals who have experience in negotiating compensation packages can provide valuable advice and insights.



Practice

- Role-play or participate in a mock negotiation to build confidence and refine your negotiation skills. Practicing various negotiation techniques and responses to common salary negotiation scenarios can help you feel more prepared and confident when negotiating job offers.