Getting To Know

HOW TO NEGOTIATE A SALARY

In 30 seconds, answer the following question:

• How important is money in your life?
Speak Up

Watch the following video and answer the following question in 60 seconds.

What do we need to prepare for a salary negotiation?

Source: https://vid.me/gDJZ
Listen and repeat. Then, choose a word to define.

1. Data (n) /ˈdeɪta/
2. Convince (v) /kənˈvɪns/
3. Compromise (n) /ˈkɒmprəmaɪz/
4. Range (n) /reɪndʒ/
5. Rationale (n) /ˈræʃənəl/
6. Negotiator (n) /ˈnɪɡəteɪtər/

Make a sentence using that word.

Example: After lengthy talks the two sides finally reached a compromise.
Useful idioms:

Deal with it

Have something to offer

used to tell somebody that they cannot change a situation so they must accept it
to have something available that somebody wants

Make a sentence using one of the given idioms.

Example: That's the way it is, so deal with it!

Oxford has a lot to offer visitors in the way of entertainment.
Essential Structures

Make sentence using the given structures.

Structures:
Rather than + Noun/V-ing, S+V

Example: Rather than using the last of my cash, I decided to write a cheque.

Suggestions: accept the offer/ negotiate, reveal your expected salary/ ask, focus on need/ focus on value.
Conversation

Pair work: Work with your partner in 180 seconds.

Discussion:
What are salary negotiation mistakes that you should avoid?

Suggestions:
✓ Not negotiate
✓ Reveal how much you would accept
✓ Weak research or negotiation preparation
✓ Accept job offer too quickly
## Assessment Form

Here are some comments on your performance

<table>
<thead>
<tr>
<th>Students</th>
<th>Pronunciation</th>
<th>Vocabulary</th>
<th>Grammar</th>
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Feel free to ask if you have any questions!
What We Gained

✓ Vocabulary related to salary negotiation
✓ Deal with it
✓ Have something to offer
✓ Rather than + Noun/V-ing, S+V
✓ Discussion about salary negotiation mistakes

Please do your homework in the downloadable outline from the website!
**Homework**

**Complete your mission and find more in related lessons**

<table>
<thead>
<tr>
<th>Your mission</th>
<th>Recommendation</th>
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<tbody>
<tr>
<td>✓ Take note of what you need to improve (Vocabulary, Grammar and Pronunciation)</td>
<td>✓ Conjunction clauses (#0826)</td>
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<tr>
<td>✓ Search for related lessons in the course browser</td>
<td>✓ Job interviews (#0367)</td>
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