

Knowledge BOMB:

Negotiate on your value, not on their price.



Exercise KNOW YOUR VALUE

First, research and write the answer to this question:

What is the fair market value for someone with my experience, doing my job, in a similar industry and geographic location? (You can use a tool like Glassdoor as a baseline. For the self-employed, you can look at industry averages.)

Categories of Value	Describe your advantage.	How does this create more value?
Work Experience <i>(In different industries, in different situations, in different countries)</i>		
Age <i>(Benefits of having less experience, or more experience in your role)</i>		
Life Experience <i>(Things you have done outside of work that make you more valuable)</i>		
Network <i>(Size or type of network that helps you do your job)</i>		
Unique aptitudes <i>(Ability to speak multiple languages, inclusive lens, emotional intelligence)</i>		
Failures <i>(What did you learn from failing that mitigates risk, or gives you more grit?)</i>		