

Salary Negotiation/Salary Information

Books available in the George Washington University Career Center Resource Room:

Dynamite Salary Negotiations by Ron and Caryl Krannich

The American Almanac of Jobs and Salaries by John H. Wright (this is a good reference guide for students who want to quickly look up salary information in the field they are considering as a career)

The Quick Interview and Salary Negotiation Book by J. Michel Farr

The Smart Woman's Guide to Interviewing and Salary Negotiation by Julie Adair King

-There are also the NACE Salary Survey pamphlets that are available in black binders, these surveys are published each season to bring students the latest and updated information on certain fields.

WEBSITES in the BLUE BINDERS of the Career Resource Room regarding salaries:

www.bestjobs.com: some compiled data, some gathered from their on-line survey

www.careerbuilder.com

www.compensationlink.com

www.eri.com: lots of data, may need to pay a fee for some

www.myjobweb.com: always good, go to Resource library and do a search

www.wageweb.com

www.wetfeet.com: includes information on domestic partner benefits

www.salaryexpert.com

Goggle search for salary negotiations:

www.cweb.com: includes a list of Top 30 Negotiations Mistakes to Avoid

www.quintcareers.com: salary and job offer negotiation tutorial is offered on this page

www.collegerecruiter.com: suggested salary negotiation guidelines for recent college graduates is available here