

## How to Ask For a Raise Women in Aerospace Workshop February 24, 2011



Don't even think about it until you've done your homework!

Know before you go...

- Your Organization's Compensation and Pay Practices
- Free money
- Job Responsibilities
- Your Performance
- Your Reputation

Timing is Everything

- Organizational Awareness
- Manager
- Check your emotions

Prepare Your Business Case

- Salary
- Accomplishments
- Your Boss's Decision-Making Style
- Negotiation Skills – win-win
- Salary Alternatives