

Unit 03: Negotiating Compensation

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1. Unit 03: Negotiating Compensation

4. Chapter: Unit 03: Negotiating Compensation

1. Unit 03: Negotiating Compensation Questions

4.1.1. Perks are a cost-effective way employers can reward and retain staf...

Author: Mary Matera

Perks are a cost-effective way employers can reward and retain staff and attract new employees. What is an example of a benefit or a perk?

Please choose only one answer:

- Tuition reimbursement
- More frequent appraisals
- More task variety
- Automatic raises

Check the answer of this question online at QuizOver.com:

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4.1.2. What is an acceptable reason for requesting a higher salary than th...

Author: Mary Matera

What is an acceptable reason for requesting a higher salary than the one that is currently offered to you?

Please choose only one answer:

- Tell the interviewer that you have asked a friend who is performing this type of work what an appropriate salary would be.
- You have researched this position in this labor market, and a person with your experience can reasonably ask for a higher salary than the current offer.
- You have just purchased a house in the area and would need a higher salary to cover the mortgage payments.
- You communicate that you need the job and therefore request a higher salary.

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4.1.3. What is an appropriate response when asked about your salary requir...

Author: Mary Matera

What is an appropriate response when asked about your salary requirements?

Please choose only one answer:

- Tell the interviewer that the salary is negotiable.
- State an amount above your last salary to ensure that you will make a higher salary in your new job.
- State an amount at the entry-level range of the position even though you are very experienced. This will encourage the interviewer to extend an offer to you rather than to other more expensive candidates.
- Tell the interviewer that you would like to obtain more information on the going rate for this position and ask if you can respond to this question at a later time.

Check the answer of this question online at QuizOver.com:

Question: [What is an appropriate response when asked Mary Matera @Saylor Interviewing](#)

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4.1.4. What is the advantage to an employer to offer perks in lieu of a hi...

Author: Mary Matera

What is the advantage to an employer to offer perks in lieu of a higher salary?

Please choose only one answer:

- Perks can be withheld for several months after an employee is hired.
- Perks can be withdrawn due to budget constraints, whereas salary cannot be reduced.
- Candidates may be reticent to ask for perks, thereby saving the employer this expense.
- Perks are typically less costly. Therefore, employers may have more flexibility to offer these benefits than a higher salary.

Check the answer of this question online at QuizOver.com:

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4.1.5. When you are interviewing, what do the experts recommend regarding ...

Author: Mary Matera

When you are interviewing, what do the experts recommend regarding job offers?

Please choose only one answer:

- It is important to accept the offer that is extended in order to ensure you don't lose the job opportunity. You can always renegotiate the salary at a later date.
- If you are uncertain whether you want the job, state that there are some items you would like to discuss before you can accept the job offer.
- Assume the offer is fixed and accept it or reject it according to your salary requirements.
- Don't ask about other benefits. If they are available, the interviewer would mention them.

Check the answer of this question online at QuizOver.com:

Question: [When you are interviewing what do the experts Mary Matera @Saylor](#)

Flashcards:

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