SALARY 04/06/16 J. ROGERS

Seniors at UW-River Falls are getting close to graduating and that means the job search is well underway. An aspect of the job search that often gets overlooked is the salary negotiation. Jake Rogers has the story.

MP3 R/T: 1:11 O/C: “… IS JAKE ROGERS.”

JAKE ROGERS: FUTURE GRADUATES AT U-W-R-F HAVE THE RESOURCES TO LEARN HOW TO NEGOTIATE A SALARY WITH A POTENTIAL EMPLOYER, BUT THOSE SERVICES AT CAREER SERVICES CAN GO UNNOTICED BY STUDENTS. KAITLYN MACKINNON (KAIT-lin ma-KIN-in) IS A COMMUNICATIONS MAJOR AND SHE IS SET TO GRADUATE IN MAY. MACKINNON IS CURRENTLY IN THE PROCESS OF FINDING A JOB, AND SHE WISHES SHE HAD TAKEN ADVANTAGE OF THE SERVICES.

KAITLYN MACKINNON: I PROBABLY COULD HAVE, BUT I DIDN’T KNOW HOW TO, AND I WAS KIND OF IN THIS MENTALITY WHERE I SHOULD JUST TAKE WHAT EVER THEY OFFER ME BECAUSE NO ONE ELSE IS GOING TO WANT TO HIRE ME. I’M FRESH OUT OF COLLEGE WITH NO EXPERIENCE.

JAKE ROGERS: MELISSA WILSON IS THE DIRECTOR OF CAREER SERVICES. SHE SUGGESTS THAT STUDENTS TAKE ADVANTAGE OF THE SERVICES THAT THEY HAVE AT THEIR DISPOSAL. ONE OF THOSE SERVICES IS THE SALARY NEGOTIATION WORKSHOP.

MELISSA WILSON: ONE THING THAT WE ARE OFFERING IS THE SALARY NEGOTIATION WORKSHOP AND THIS WOULD BE WHERE STUDENTS WOULD LEARN ABOUT THE PLETHORA OF TOOLS AVAILABLE TO THEM.

JAKE ROGERS: WILSON SAYS THAT EMPLOYERS ASK POTENTIAL EMPLOYEES THEIR SALARY EXPECTATIONS BECAUSE EMPLOYERS WANT TO KNOW IF THEY ARE BEING REALISTIC OR NOT. FOR THE FALCON NEWS SERVICE, THIS IS JAKE ROGERS.

For more information on regional salaries and other negotiation tips, Career Serices encourages students to visit salary.com or Glassdoor.

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