

FOR IMMEDIATE RELEASE:

HCI International Austin Outlines Six Essential Rules for Salary Negotiations

AUSTIN, Texas - Aug. 25, 2008 (SEND2PRESS NEWSWIRE) -- HCI International Austin, a leading executive career management and marketing firm, outlines six essential strategies for successful salary negotiations in today's job market.

Attitudes and relationships are everything in today's competitive workplace. How you negotiate your salary will affect your relationship, both positive and negative, with your employer.

HCI International Austin suggests not to approach salary negotiations from an adversarial perspective. In the end, this will probably be your new employer. As you approach the salary negotiation phase of your career search, be sure to remember these six rules:

1. Don't be in a rush to accept the first offer. This offer is usually the employer's first and lowest offer.
2. Negotiate from a position of professional strength. In other words, what value you can bring to the table for the company. Do not negotiate from a position of personal need or greed - things you need for yourself.
3. Be inclusive and employer-centered by referring to "we" rather than the more self-centered "I."
4. Remain positive and enthusiastic, as well as incorporate a win-win perspective, when negotiating elements within the compensation package.
5. Don't play deceptive games, such as lying about your salary history or stating you have an offer pending from another employer when in fact you don't.
6. Use time and silence to your advantage.

HCI International Austin reminds you that attitude, perspective, honesty, timing and enthusiasm are very important when negotiating salary. Remember the employer has already recognized you as an important asset to the company by offering you the job. Don't disappoint him or her by getting off on the wrong foot by playing hardball. Be sure to let the employer know "we" are working together to reach a mutually satisfactory agreement that will benefit both parties.

The experts at HCI International Austin have years of experience in assisting mid-level managers to senior level executives achieve success. For further information, feel free to contact HCI International Austin at 512-474-9466, austin@hciinternational.com or on the web at <http://www.hciinternational.com>.

HCI International Austin has been extremely successful with our clientele across a wide range of industries and sectors.

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