

WISEST INITIATIVES / POSTDOCTORAL PROGRAM / Post-doc Institute

## **Sources for negotiating an offer**

1. *Nine key negotiating points* (from ScienceCareers.org, AAAS)  
[http://sciencecareers.sciencemag.org/career\\_development/previous\\_issues/articles/0350/nine\\_key\\_negotiating\\_points/](http://sciencecareers.sciencemag.org/career_development/previous_issues/articles/0350/nine_key_negotiating_points/)
2. *A Dean's Take on Salary Negotiation* (from The Chronicle of Higher Education, "First Person" Column)  
<http://chronicle.com/jobs/news/2006/08/2006082401c/careers.html>
3. *Go Ahead, Haggle* (from The Chronicle of Higher Education)  
<http://chronicle.com/cgi2-bin/printable.cgi?article=http://chronicle.com/jobs/2005/11/2005110801c.htm>
4. *Tips on negotiating your first academic job* (from Leigh Thompson.com)  
[http://www.leighthompson.com/tips/first\\_academic\\_job.htm](http://www.leighthompson.com/tips/first_academic_job.htm)
5. *Academic Job Offers & Negotiation* (from U Illinois Urbana-Champaign)  
<http://www.grad.uiuc.edu/Careerservices/academic/offers/AcademicNegotiationsHandout.pdf>
6. *After the Offer, Before the Deal: Negotiating a First Academic Job* (from *Academe*, Jan/Feb 1999, AAUP by Chris M Golde)  
[http://findarticles.com/p/articles/mi\\_qa3860/is\\_199901/ai\\_n8839107](http://findarticles.com/p/articles/mi_qa3860/is_199901/ai_n8839107)
7. *Negotiating a Job Offer* (from Tim Bralower, PSU)  
[http://serc.carleton.edu/NAGTWorkshops/careerprep/jobsearch/Bralower\\_negotiation.html](http://serc.carleton.edu/NAGTWorkshops/careerprep/jobsearch/Bralower_negotiation.html)
8. *Negotiating an Academic Job Offer* (from C&E News Jan 21, 2008)  
<http://pubs.acs.org/cen/employment/86/8603employment.html>
9. *Balancing Act. The Womanly Art of Negotiation* (from Chronicle of Higher Education)  
<http://chronicle.com/jobs/news/2005/07/2005072201c.htm>
10. *The Right Start-Up Package for Beginning Science Professors* (from Richard Reis, Chronicle of Higher Education)  
<http://chronicle.com/jobs/99/08/99082702c.htm>
11. *The B&B Primer on First Job Haggling* (from Bradbury and Baylis, IndianaU 1990)  
[http://www.indiana.edu/~halllab/GradRes/Bradburyetal\\_JobPrimer.pdf](http://www.indiana.edu/~halllab/GradRes/Bradburyetal_JobPrimer.pdf)
12. *General Principles for Responding to Academic Job Offers* (from Tomorrow's Professor)  
<http://ctl.stanford.edu/Tomprof/postings/47.html>
13. *Making the Right Moves. A Practical Guide to Scientific Management for Postdocs and New Faculty*, pp. 16-23. Second Edition, Burroughs Wellcome Fund, Howard Hughes Medical Institute, available on line at <http://www.hhmi.org/labmanagement/moves.html>