



## Salary Resources

There are many web sites available to help you do salary research, and you would be best served by conducting this due diligence *before* engaging in interviews!

Though you should ***never*** raise the topic of salary during an interview, it is valuable to begin the interview process with a clear understanding of the average annual salary range for a particular position for someone of your qualifications, within the appropriate geographic region, and within the company you are considering.

Salary information for various positions and companies may be researched here:

- [Glassdoor.com](https://www.glassdoor.com)
- [CareerBliss.com](https://www.careerbliss.com)
- [LinkedIn.com](https://www.linkedin.com)
- [Payscale.com](https://www.payscale.com)
- [Salary.com](https://www.salary.com)
- [Department of Labor](https://www.dol.gov)
- [Bureau of Labor Statistics](https://www.bls.gov)
- [America's Career InfoNet](https://www.americancareerinfonet.com)
- [Occupational Outlook Handbook](https://www.bls.gov/publications/occupational)

## Salary Negotiation

Once you receive an offer, should you attempt to negotiate a higher salary? There is no easy answer to this for the typical graduating college senior, however, the Chase Career Center can attest to the fact that most companies have standard, non-negotiable starting salaries for newly-hired college graduates. Attempting to negotiate is risky and could end up reflecting poorly on you as the candidate (e.g., creating a perception of greediness).

Because the salary negotiation process is so variable, we recommend making an appointment with a Chase Career Center Advisor in order to discuss the specifics and context of your particular situation before taking any action. We will be happy to help you determine an appropriate path forward.