Negotiating

• **Do not be timid:** this is your ONE opportunity to get some of these things easily, BEFORE you sign the offer
  – If you don’t get space because you didn’t negotiate for it, you will suffer later
  – Don’t think like a grad student
What do you need?

• Visualize what you need to do your research
  – What equipment might you need? Add up prices and tax. Round up.
  – How many students do you want the first two years? etc.

• Ask around (especially if you have an insider in the department)
Things to negotiate for/discuss:

• Salary
• Start date
• Start-up funding for:
  – Students, travel, equipment, support staff, summer salary
  – “Unrestricted” funding is MUCH better!
• Teaching Relief
• Housing
• Spouse job placement
• Space
• Tenure clock
• CFI allocation
• Depends heavily on the school
  – Q: Do you trust them to keep unwritten promises?