

# 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?