

Inflation & Negotiation

3 Tips



1. Keep it centered on your achievements

Focus on what you bring. How have you provided value? How have you saved the company money? What unique skills do you have that set you apart from the rest?

Instead of citing inflation (even though it's more than valid), it can be more advantageous to focus on the value you provide.

2. Show the value you bring with numbers

Numbers are powerful. Just as we've seen with inflation and the frenzy to negotiate, numbers command a strong reaction. Quantify what you bring to the table and the value you've provided. Let inflation and negotiation go together by letting the numbers tell a story.



3. Go higher than you think (inflation is at work!)

When navigating high inflation paired with a negotiation, you want to aim higher considering inflation is higher than usual. Keep in mind that when inflation is high, this also cuts into your annual increase or raise. So factor the inflation rate in and ask for more than you intended to.

