

# POWERFUL NEGOTIATION

## CHEAT SHEET

 SIMPLE  
PROGRAMMER

By: John Z. Sonmez

# NEGOTIATION CHEAT SHEET:

*Note: Refer back to this cheat sheet before each interview.*

1. **Usually, do not name a number first.** You want the other party to name a number first. If they ask why you can respond with: “It depends on what benefits and how I fit into the role. I want to make it fit your budget as well.” Then you can ask them to give you an offer.
  - a. **If they really push for a number.** Give a really big range. Make sure you know exactly what you’re comfortable with (and do your research). Example: 80,000 - 125,000.
  - b. **If you HAVE to name a number.** Set a really high anchor number first. It’s much easier to go down from a high number than to go up from a low number. Don’t name a ridiculous number (like 2,000,000 a year) where they will laugh you out of the room.
2. **Always be willing to walk away.** This gives you a lot of leverage in both mindset and negotiation power. You won’t come off as needy and desperate. And you won’t take a lowball offer because you have to pay bills this week.
3. **Find out what the other person wants.** There’s always going to be other variables beyond price. Try and find out what they are. Don’t be afraid to ask them as many will volunteer this information to you.
  - a. **Why are they in this negotiation? Are** they a recruiter and need to fill spots? Is this the project manager and they’re about to start a brand new project?
  - b. **Do your research.** Have a high level of understanding of the position and person. Try and find out what motivates them. And tell them how you benefit them.

- c. **What is the timeframe?** When do they need to fill the position? How long have they been looking? When do they want you to start?
  - d. **What is their alternative?** Try to get information on other candidates. Ask them how well did the other candidates perform? Ask them if they sent any offers yet? If you're at the top of the list, they will let you know.
  - e. **What have they done in the past?** Talk to former employees and email them. Most people are happy to talk about their experiences. Or look on websites like Glassdoor to find out more.
  - f. **What other things can you negotiate with them?** Maybe they're willing to offer extra perks or benefits. Perhaps you want more vacation days. Or maybe they are willing to give you a budget to build a new PC etc.
4. **Only move your price/offer a little.** Only go down little by little, you never want to split the difference. It shows you value yourself and can't be walked all over. Example' if you counter with 90,000 and they offer 75,000. You can reply back with 88,000. (Remember to have a number you're happy with beforehand)
5. **Make them negotiate with themselves.** Let's say you give them a number and they aren't sure about it... you can ask them "How can we make this happen?" You want them on your side and arguing for you.
6. **Use silence as a weapon.** People are tempted to fill the awkward silence with talk. Either they give more information for you to use or they might negotiate with themselves.

(Want more? Make sure you check out the Toolkit and Playbook in the bundle)

Best of luck to you.



Simple Programmer  
500 Westover Dr #12344  
Sanford, NC 27330  
[john@simpleprogrammer.com](mailto:john@simpleprogrammer.com)

Copyright © 2021 By Simple Programmer.