

How do I answer the interview question, "What are your salary expectations?"

"What are your salary expectations?" is a common interview question that can be difficult to answer. It is important to approach this question with honesty and tact, and to do your research before the interview to have a clear idea of what is fair and reasonable for the position. Here are a few steps you can follow when answering this question:

1. **Research the market:** Before the interview, research the market to get a sense of what is fair and reasonable for the position you are applying for. This will give you a good starting point for your salary expectations.
2. **Consider your qualifications:** Think about your qualifications and the value you bring to the role. This will help you determine a salary range that is appropriate for your level of experience and expertise.
3. **Be open to negotiation:** While it is important to have a clear idea of your salary expectations, it is also important to be open to negotiation. Be prepared to discuss your expectations and to listen to the employer's perspective.
4. **Be flexible:** Be prepared to be flexible in your salary expectations, especially if you are early in your career or if the employer is offering other non-monetary benefits (such as strong training opportunities or flexible work arrangements).
5. **Don't lowball yourself:** It is important to advocate for yourself and to communicate your value, but be careful not to undervalue yourself.

By following these steps, you can approach the question of salary expectations with confidence and professionalism, and be well-prepared to negotiate a fair and reasonable compensation package.

# Answering Salary Questions On Application

**Lei Huang**



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House Documents USA House of Representatives,1864      *House Documents, Otherwise Publ. as Executive Documents*  
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