

There are general guidelines and best practices when it comes to negotiating salary. These are helpful tips and suggestions to help throughout the interview and hiring process.

- **The Balancing Careers:**
 - <https://www.thebalancecareers.com/top-salary-negotiation-tactics-2063437>
 - <https://www.thebalancecareers.com/job-salary-and-benefits-4161900>
- **Fearless Salary Negotiations: 5 Tactic Tips**
 - <https://fearlessalarynegotiation.com/five-salary-negotiation-tactics-everyone-can-use-to-negotiate-starting-salary/>
- **Glassdoor: Negotiation Scripts for Any job**
 - <https://www.glassdoor.com/blog/salary-negotiation-scripts-for-any-job/>
- **What Not to Say:**
 - <https://www.glassdoor.com/blog/9-things-to-never-say-in-a-salary-negotiation/>
- **Managing Expectations:**
 - <https://www.pon.harvard.edu/daily/conflict-resolution/managing-expectations/>
- **How to Counter-Offer:**
 - <https://www.glassdoor.com/blog/how-to-handle-salary-counter-offer/>
- **11 Words and Phrases to Use:**
 - <https://www.glassdoor.com/blog/words-phrases-to-use-salary-negotiations/>
- **Q&A: Is it possible to ask for too much?**
 - <https://www.themuse.com/advice/negotiation-qa-is-it-possible-to-ask-for-too-much>