

From Desperation To Deal "Role Play Exercise"

Employers Instruction:

You are on my human resource team. I need you to hire an "Operations Manager."

You have a budget of \$64,000 for this position. You may make a lower offer but not to exceed \$64,000.

Your goal is to hire the candidate! Get them to take the offer and job. Make the best deal you can. You can get creative and offer other perks like more vacation, flex time, lap top, and even their own parking spot, etc! We want to hear them say "**Yes I'll take it!**"

I would suggest that when you start negotiating saying something like.....

"We're really interested in you. We're considering some other people but what did you have in mind? What are your salary requirements?"