



Quick-Ask Cheat Sheet: Negotiation Strategies

Master your negotiations with these proven techniques and prepare in just 3 minutes.

Core Ask Lines

Anchor High

"Based on market data and the scope we outlined, I'm comfortable at \$X."

Open Ceilings

"What flexibility is there on the base salary?"

Force Solutions

"Which budget bucket will this come from?"

Turning 'No' into Options

If salary is capped, let's talk bonus or extra PTO to bridge the gap.



When can we revisit compensation? Can we schedule a six-month checkpoint?



Objection-Mirror Script

Step 1: Mirror

"I hear that the range is tight..."

Step 2: Validate

"...and you need internal parity."

Step 3: Bridge

"Given that, how do we align my impact with the top of that range?"



4-Step Prep Loop: Numbers



Numbers

Median offer on Levels.fyi, Blind, LinkedIn → add +10%.



Story

3 quantified wins that map to JD.

4-Step Prep Loop: Levers



Levers

Salary, sign-on, RSUs, remote days, education.



Rehearse

Voice memo, 2 takes, <60 sec each.





Practice Makes Perfect

Practice these lines aloud three times. Real confidence > mantra quotes.

Key Takeaways

- Prepare thoroughly with data and quantified wins.
- Use core ask lines to anchor high and open flexibility.
- Turn objections into opportunities for alternative solutions.
- Rehearse your lines for genuine confidence.

Need the full 8-page Playbook? [Click here →](#)

