

# Salary Negotiation



*Click on the articles below to redirect you to resource websites.*

**[Women and Negotiation: Narrowing the Gender Gap in Negotiation - PON - Program on Negotiation at Harvard Law School](#)**

**[How Women Can Get What They Want in a Negotiation \(hbr.org\)](#)**

**[Challenges Facing Women Negotiators: The Impact of Leadership Styles on Strategic Decisions \(harvard.edu\)](#)**

**[Negotiation Advice for Women – Lean In](#)**

**[Why Women Fall Short In Negotiations \(It's Not Lack Of Skill\) \(forbes.com\)](#)**

**[3 of the Most Common Challenges Women Face in Negotiations \(hbr.org\)](#)**

**[Study: Women Negotiate Pay When Given the Chance \(shrm.org\)](#)**

**[Women and Negotiation: Are There Really Gender Differences? \(upenn.edu\)](#)**

**[Welcome to the Teaching Negotiation Resource Center - PON - Program on Negotiation at Harvard Law School](#)**

**[Free Reports - PON - Program on Negotiation at Harvard Law School](#)**

# Salary Research Resources

## **Salaries | CareerOneStop**

Get salary and wage information for more than 800 different occupations

<https://www.careeronestop.org/ExploreCareers/Plan/salaries.aspx>

## **Occupational Outlook Handbook**

Premier source for career guidance featuring hundreds of occupations.

<https://www.bls.gov/ooh/>

## **O\*Net Online**

Review job descriptions, hiring trends, and interactive employment data by region.

<https://www.onetonline.org/>

## **National Compensation Survey**

Produces quarterly indexes measuring change over time in labor costs.

<https://www.bls.gov/eci/>

## **Bureau of Labor Statistics, Wages, Earnings & Benefits**

<http://stats.bls.gov/bls/wages.htm>

## **Overview of BLS Wage Data by Area and Occupation**

BLS has 12 surveys or programs that provide information on pay and benefits. Choosing the data source that is right for your needs can be a challenge. We have an [interactive tool](#) to help you compare the features of each source.

## **NACE Salary Calculator**

<http://www.jobsearchintelligence.com/NACE/salary-calculator-intro/>

## **Salary.com**

<http://www.salary.com/>

## **PayScale - Salary Comparison, Salary Survey, Search Wages**

<https://www.payscale.com/>

## **Salaries | Indeed.com**

<https://www.indeed.com/career/salaries>