

Learning Objectives

Students will be able to

- Professionally negotiate your salary
- Describe key job benefits
- Compare multiple job offers based on a variety of criteria to determine the best fit
- How to react and next steps to follow if you do not get offered the job

Approximate Time

- Lesson length: 90 mins

Jump\$tart Standards

Earning Income

- 1b: Explain why people should evaluate employee benefits in addition to wages and salaries when choosing between job and career opportunities
- 1d: Examine the benefits of participating in employer sponsored retirement savings plans and healthcare savings plans
- 2b: Describe how intangible benefits can affect a worker's career choices and income
- 2c: Evaluate the tradeoffs between income and non-income factors when making career or job choices

Distribute to Students

- [Student Activity Packet FY-9.8](#)

Plan Your Unit

- [Unit Plan for Career](#)
- [Career on www.ngpf.org](#)
- [Customizable Parent Newsletter: Career](#)



LESSON PLAN

	Resources	Questions	Est. Time
1	DISCUSSION PROMPTS	Discussion Prompts Write your responses to the questions. Then, share what you wrote with your classmates or a partner. <ol style="list-style-type: none"> 1. Pretend you are deciding between two job offers where the daily responsibilities are exactly the same, what factors will influence which job you accept? What factors will influence which job you accept? Rank those factors from "Most Important" to "Least Important." 	5 mins
2	VIDEO (3:28) <ul style="list-style-type: none"> • How to Negotiate Your Salary • Publisher: Indeed 	How to Negotiate Your Salary Congratulations! After spending many hours working to get a job, you finally received a job offer! But before you accept or decline, you want to make sure it's the best possible offer and likely will negotiate your starting salary. In this video, learn tips on how to negotiate your salary. After you view the video, answer the questions. <ol style="list-style-type: none"> 1. Why should you research salaries at a position before even receiving an offer? 2. An employer asks you: "We'd like to offer you a position 	8 mins

		with a starting salary of \$50,000/year." You were hoping for \$55,000/year. Write out your response to that offer to get your desired salary.	
3	ARTICLE <ul style="list-style-type: none"> Understanding Your Employee Benefits Publisher: The Balance Careers 	<p>Understanding Your Employee Benefits</p> <p>In addition to salary, it is important to review and evaluate the job benefits that are being offered. There are a number of benefits and perks that make some job offers better than others.</p> <p>Review the article which lists 7 common employee benefits and answer the questions.</p> <ol style="list-style-type: none"> Which of the seven employee benefits are you familiar with? In one sentence, explain the benefit of an employer match. Genevieve has been offered a job with a great salary and is reviewing the job benefits that have been offered. Which two benefits would you advise her are most important? Briefly explain the importance of each of these benefits. 	12 mins
4	DATA CRUNCH <ul style="list-style-type: none"> DATA CRUNCH: Which Benefits Are Most Valued By Job Seekers? Publisher: NGPF 	<p>DATA CRUNCH: Which Benefits Are Most Valued By Job Seekers?</p> <p>Now that you know some of the most common employee benefits, let's take a look at which benefits are most valued by job seekers.</p> <p>Analyze the graph and answer the questions on this worksheet to complete this Data Crunch.</p>	10 mins
5	ARTICLE <ul style="list-style-type: none"> How To Decide Between Multiple Job Offers Publisher: The Balance Careers 	<p>How to Decide Between Multiple Job Offers</p> <p>Exciting news! You have been offered multiple job offers! This can be a difficult decision since there are so many factors of each job to compare and contrast. Read this article which explains 6 factors to consider when comparing job offers. Then, answer the questions.</p> <ol style="list-style-type: none"> List the six factors suggested to compare when choosing between multiple jobs. Of the six factors listed, which factor would be most important to you? Why? Why do you think the article highlights these six factors to compare, rather than just one? 	10 mins
6	ACTIVITY <ul style="list-style-type: none"> COMPARE: Choosing Between Job Offers Publisher: NGPF 	<p>COMPARE: Choosing Between Job Offers</p> <p>Now that you know about employee benefits and what to look for when comparing job offers, let's put your knowledge to practice! Follow the directions in the Google Doc to complete the activity.</p>	30 mins
7	ARTICLE <ul style="list-style-type: none"> What To Do When You Don't Get a Job Offer Publisher: The Balance Careers 	<p>What To Do When You Don't Get a Job Offer</p> <p>Unfortunately, not every interview results in a job offer. There may be times when you put forth your best effort and do not receive an offer. Read this article which shares tips for what to do when you don't get a job offer, how to respond, and strategies to bounce back into the job search. When you are finished reading, answer the question.</p>	10 mins

		1. Your friend, Joaquin, has been on two job interviews recently and, unfortunately, has not received a job offer. He is feeling frustrated and rejected. In the space below, generate some advice for Joaquin which includes tips from the article.	
8	EXIT TICKET ❖ Teacher Tip: To access this Exit Ticket, please see the Sample Completed Student Activity Packet (SSAP). You can find this on the Unit Page this resource is in.	Exit Ticket Follow your teacher's directions to complete the Exit Ticket.	5 mins



EXTEND THE LEARNING

DO MORE...

ACTIVITY

- [PROJECT: Create a Career Portfolio](#)
- Publisher: NGPF

FINCAP FRIDAY

- [The Great Resignation](#)
- Publisher: NGPF

INTERACTIVE

- [Quizlet Vocabulary | Career](#)
- Publisher: NGPF

LEARN MORE...

ARTICLES

- [How to Decline a Job Offer](#)
- Publisher: The Balance Careers
- [How Much Time From Interview to Job Offer?](#)
- Publisher: The Balance Careers
- [Coronavirus shows everyone what people with disabilities have known all along](#) *CRE and Equity
- Publisher: The Seattle Times

VIDEO

- [Prepare to Negotiate Your Salary \(Or Anything\): Crash Course Business - Soft Skills #7](#)
- Publisher: Everlyn From the Internets

FAST FACTS...

- Women are over 30 percent less likely than men to negotiate their salary (WE Forum 2018).
- Paid vacations are available to 76 percent of civilian workers. On average, 11 paid vacation days were available annually to workers after 1 year of service (Bureau of Labor Statistics 2020).