Suggested readings or sites to browse:


http://www.quintcareers.com – Quintessential Careers Website

http://www.liscareer.com/ --The Library & Information Science Professional's Career Development Center

http://www.lisjobs.com/ --Jobs for Librarians and Information Professionals


http://www.occupationalinfo.org/onet/31502a.html --Librarians-ONET Job Description, Occupational Information Network

http://www.labormarketinfo.edd.ca.gov/ -- California Labor Market Info

http://www.salary.com --Salary.com Job salaries

http://www.salaryexpert.com --Salary Expert

http://www.employmentspot.com/features/bestcities.htm --The Best Cities to Live and Work in

http://jobsearch.about.com/od/jobsbystate/a/bestcities.htm --Best Place to Live and Work

http://www.vault.com --Vault Most Trusted Name in Career Information

Workshop on Salary Negotiation from UIUC's Dean Leigh Estabrook. In RealAudio format:
http://waterfall.lis.uiuc.edu/dl/classes/auditorium/estabrookdec05_05_1.ram


(over)
IN SUMMARY: Follow these basic tips:

http://www.quintcareers.com/salary-dos-donts.html

- **Do** make sure you've done your research on the salary you should expect for the position you're seeking. And **do** use sources such as salary.com and others.

- **Don't** bring up salary before the employer does. And **do** delay salary negotiation for as long as possible (until you know exactly what the position entails).

- **Do** be aware of your strengths and achievements. And **do** be sure to demonstrate the value you'll bring to the employer.

- **Do** let the employer make the first salary offer. And **do**, if asked, say you expect a salary that is competitive with the market -- or give a salary range that you find acceptable.

- **Don't** inflate your current earnings just to get a higher salary offer.

- **Don't** feel obligated to accept the first salary offer. And **do** negotiate salary if the offer made is inadequate.

- **Do** thank the employer for the offer when it is made, but **don't** try to negotiate right after the offer is made. **Do** take the time to consider all factors before making any job offer decisions.

- **Don't** get overly aggressive in negotiating the salary you want.
- **Don't** just focus on salary. **Do** look at the entire compensation package.

- **Do** try to obtain other concessions (shorter review time, better title, better workspace) or benefits (bonuses, vacation time) if you aren't successful at negotiating a salary you want.

- **Don't** enter salary negotiations as part of an ego trip or part of a game.

- **Don't** accept the first acceptable salary offer you receive if you're not sure about the job or the company.

- **Do** get the offer in writing.