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Helping students & alumni negotiate salary effectively



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About PayNegotiation.com

PayNegotiation.com is an e-learning course about salary negotiation taught by some of the world's leading career coaches and negotiation professors.

More than 7,500 students and alumni from the world's leading business schools and universities have taken the course.

More than 80% of students supplying feedback report improved situations in negotiations*.

*Feedback from course students during 2015/6 who had completed a salary negotiation since taking the course.



Who uses it?

More than 30 of the world's leading business schools and universities offer the course to their students

Plus:

- Course can be accessed via desktop, tablet or smartphone.
- As well as the core video modules the course includes factsheets, workbooks and transcripts.

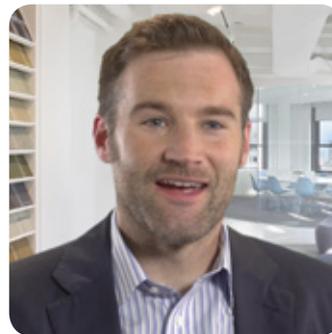


Experts teaching the course

- Career coaches like Steve Dalton and Daniel Porot.
- Negotiation professors from INSEAD and London Business School.
- Employers, recruiters and interview coaches.

"Daniel Porot is a genius! Most of his advice is very practical and applicable in the real world."

ESADE Business School student, 2015



Steve Dalton
Author, The 2-Hour Job Search



Daniel Porot
Porot Associates



Ros Toynbee
Director, The Career Coach



Margart Buj
Recruiter and Interview coach



Madan Pillutla
Professor of Organisational Behaviour, London Business School



Ingemar Dierickx
Managing Director at I.D. Consulting

Does it work?

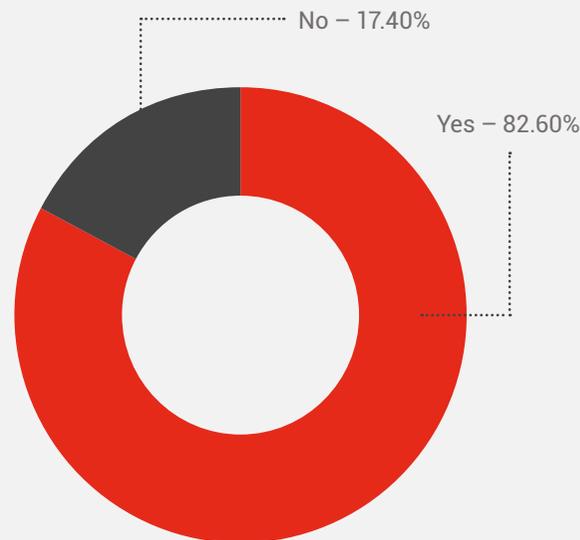
We survey everyone who takes the course to ask about their negotiation experiences and how we can improve the course.

We launched the 4th version of the course (featuring Steve Dalton bestselling author of *The 2-Hour Job Search*) in May 2015.

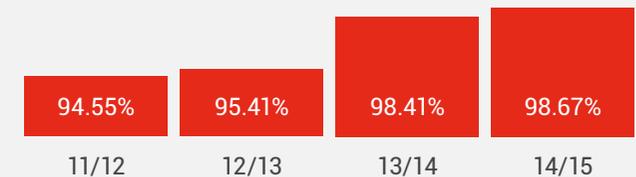
Feedback on PayNegotiation 4.0 shows:

- **More than 80%** of students who have had a negotiation since taking the course **report negotiating some improvement.**
- **More than 98%** would **recommend to a friend.**

Did you negotiate any improvement?



Would you recommend the course to a friend?



% who answered "Yes"

"I negotiated an extra 26% on one of the offers and 15% on another offer for the base salary, and double the housing allowance."

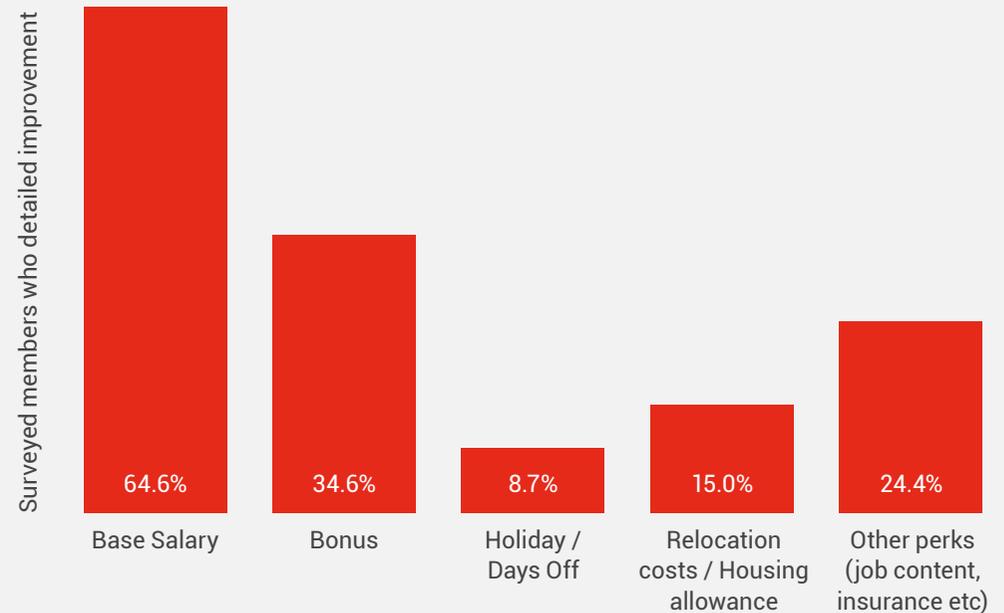
Thi Hoang Nguyen, 2012

More than just salary

One of the key messages of the course is to encourage students not to fixate on base salary. In feedback subscribers report they have negotiated the following:

- I managed to negotiate a 4 day week, in a relatively prestigious job with excellent pay.
- An addition on the base equivalent to the relocation being offered. So this will be every year!
- Interest free loan for £25,000 that wiped off all my MBA debts.
- Salary rise, bonus formula adjustment, job content change, extension of mandate, change of reporting structure and seniority level within the organization!
- [I got them to] include car, private insurance to the package, extend vacation days.
- A promotion plus 10% & uplifted benefits related to new grade.

What improvements to the original offer did you negotiate?



Success stories

I followed it step by step and worked beautifully. They told me it was the best request they had seen for a bigger package.

INSEAD student, 2014

Daniel Porot is a clear genius and outstanding negotiation adviser. All contributors to the site were excellent, but Daniel stands out as the clear leader in the field.

UCD Michael Smurfit School of Business student, 2014

It was great to know what techniques are successful and the examples were particularly good - really good advice.

Anon

I felt more confident not merely because this site helped me to prepare more robustly for the eventualities of negotiation, but the contributors raised my ambitions and expectations.

UCD Michael Smurfit School of Business student, 2014

It was really helpful, and above all, effective.

INSEAD student, 2014

The videos are full of common sense and really good examples of what works.

Anon

Much more confident! Really feel the course covers all the bases.

Duncan McKay, INSEAD, 2012

Thank you very much for this very useful and instant tips. I was on the process of several interviews and found this training very useful!

Stockholm School of Economics student, 2015

It's very useful and it answers key questions that we have all wondered about salary negotiation. Keep on your great job.

Nick Miles, Lancaster University Management School, 2011

I am a negotiations trainer for businesses, and was very impressed with this site. While it does not replace face to face training, with feedback and practise, it is an excellent support. I, personally, found the advice useful and applied it in a different negotiating setting. Overall, it's a very good site, with good advice, and concrete, thorough steps. Thanks!

Hilary Moore, Cass Business School, 2010

I think that the content of the site is excellent and the subject experts are very engaging. I would like to see the process becoming more interactive - to enable individual users to engage with the site personally.

Andrzej Widziewicz, 2010

The videos raised points I hadn't even thought of in relation to pay negotiations and I found the 'messages' clear and easily understandable. Being able to watch them again and again at my leisure is great.

Maria Lampert 2010

Engaging content

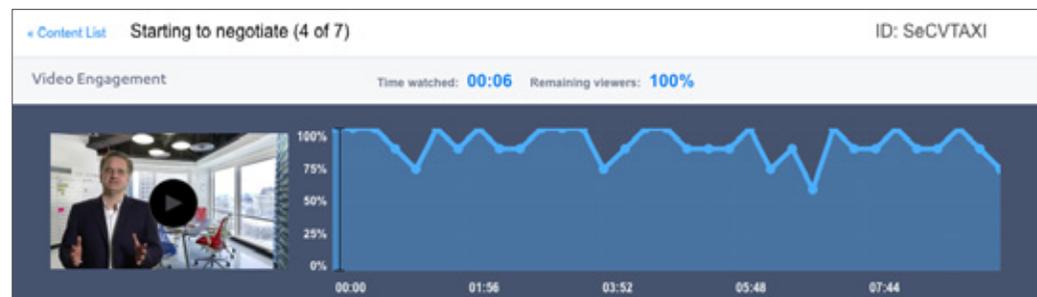
All our video content is carefully structured and edited to hold viewer attention.



Clear agendas and summaries.

On-screen highlighting of key points.

Video analytics show that viewers watch modules to the end and many repeat view.



Trial access for your students

The best way to see if your students would benefit from the course is to offer them trial access.

- We offer an unlimited 90-day trial access to the course for business schools and universities.
- We create a trial registration page for your students.
- You just need to email them the link to the trial page.
- We will automatically collect feedback and share it with you.
- We can set up access for your students in 24 hours.

To request a trial please email Neil Courtis
neil@sensiblemedia.co.uk



Pricing for 2016-2017

PayNegotiation.com academic subscriptions allow up to 1,000 students to take the full course on demand for a single annual fee.

To allow both large and small schools to access the course we have different plans according to the number of students who register.

We offer full marketing support with all subscriptions and provide a marketing support pack with posters, slides and recommended emails for you to communicate with students.

If you have any queries about subscription options please contact Neil Curtis

neil@sensiblemedia.co.uk

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	Small	Medium	Large	Global
Maximum registered users. Limit within 12-month period	25	100	250	1000
Duration of student access. From the date of individual registration	6 months	12 months	18 months	12 months
Alumni access discount. Discounted access via offer code	50% (£25)	60% (£19.95)	75% (£12.50)	Free ²
Dedicated registration page. For your students	X	✓	✓	✓
Membership dashboard. Showing real-time data on students registering	X	✓	✓	✓
Price	£600	£1,200	£2,200	£5,250

All institutional subscriptions include:

- ✓ **Dedicated (short) URL** – Short and memorable format: www.PayNegotiation.com/schoolname
- ✓ **Marketing support** – Posters, email copy and PowerPoint slides to market the course
- ✓ **Member dashboard** – Allows individual registrations to be tracked in real time
- ✓ **Free staff access** – Staff subscriptions do not count against subscription limits

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