Open School

Video Activity: Other than salary, what can a job seeker negotiate?

(http://www.ihi.org/education/IHIOpenSchool/resources/Pages/Activities/Levy-WhatElseNegotiate.aspx)

Paul Levy; Author/Blogger; Former President and CEO, Beth Israel Deaconess Medical Center

Facilitator Instructions

- Review the learning objectives and description with your group.
- Watch the video together (2 min 33 sec).
- As a group, discuss your reactions to the video, using the discussion questions as a guide.

Learning Objectives

At the end of this activity, you will be able to:

- List several non-salary items a job seeker can negotiate before accepting a position.
- Discuss how to integrate future career goals into a job negotiation.

Description

When people are negotiating, they tend to focus on money — but money is far from everything. As Paul Levy, former President and CEO of Beth Israel Deaconess Medical Center, explains, money can be just one aspect of a multi-dimensional conversation about your value in the workplace. In this video, he shares lessons from How to Negotiate Your First Job, the book he co-authored with his wife Farzana S. Mohamed.

Related IHI Open School Online Courses

- L 101: Becoming a Leader in Health Care
**Key Topics**
Leadership, Workforce satisfaction and retention

**Facilitator**, show the video on this page. For your group’s discussion after the video, feel free to adjust these questions and/or add your own.

**Discussion Questions**

1. Why do you think people tend to focus on money first in a job negotiation? Do you find yourself doing the same thing?

2. Have you ever negotiated for something other than money when seeking a job? If you’re comfortable sharing, what did you negotiate?

3. Think about your current job and your current work. What would you negotiate for today if you had the opportunity?

4. Think about your long-term career goals. How could you integrate that conversation into your next job negotiation?