IPC-06

Offer review & negotiation

Compare the real workload, prepare your range and make one clear, evidence-based request.

OFFER A: ROLE / EMPLOYER

OFFER B: ROLE / EMPLOYER

MY MINIMUM + UNIT

MY TARGET + UNIT

MY STRETCH ASK + UNIT

Include currency and basis, e.g. monthly or hourly. Keep these private planning figures consistent.

COMPARE LIKE FOR LIKE	OFFER A	OFFER B
Currency + pay period / class length		
Gross pay for the chosen period		
Teaching hours in that period		
Prep, admin + other required hours		
Total work hours in that period		
Gross effective pay per work hour		

Calculate manually: gross pay / total work hours for the SAME period. Include preparation and admin. This is before tax or costs; use guaranteed hours where known.

TERMS TO CONFIRM IN WRITING

Payment dates, deductions, guaranteed hours, paid preparation, cancellations and review date.

MY NEGOTIATION MESSAGE

Thank you + relevant evidence + exact request + flexibility. Then pause.

DECISION / NEXT STEP / AGREED REVIEW DATE