

## VIDEO: WHAT ARE YOUR SALARY EXPECTATIONS?

### Multiple-Choice Questions

**1. What happened when the speaker did not answer the salary question?**

- A) They got a high salary
- B) They were rejected immediately
- C) They received a low salary offer

**2. What is the simplest scenario when discussing salary?**

- A) The company lists a salary range in the job description
- B) The recruiter does not ask about salary
- C) The company refuses to negotiate

**3. Why should candidates research salaries before interviews?**

- A) To ask for the highest salary possible
- B) To have data that supports their salary expectations
- C) To compare salaries with their friends

**4. What is a good way to delay the salary discussion?**

- A) Refusing to answer any questions
- B) Asking to revisit the topic later in the process
- C) Giving a very high salary expectation

**5. What is one risk of delaying the salary discussion?**

- A) The candidate might waste time if the salary is too low
- B) The company will hire them immediately
- C) The recruiter will not like them

**6. What is one way a company can offer more compensation without raising salary?**

- A) Health and dental care
- B) Giving free food every day
- C) Reducing work hours

**7. What should a candidate do if the recruiter insists on knowing their salary expectations?**

- A) Give a range based on research
- B) Refuse to answer completely
- C) Say a very low number

**8. Why is it helpful to have another job offer when negotiating salary?**

- A) It gives more leverage
- B) It makes the recruiter angry
- C) It forces the company to give the highest salary

**9. What is included in total compensation?**

- A) Only the salary
- B) Salary, benefits, and stock options
- C) Only the money received per hour