



TIP SHEET

INTRODUCTION TO PERSUADE

You did it! You have made your way through the interview process with your hard work and preparation, and **now it's time to add the finishing touches to the process.**

In this section of the Interview Acer Toolbox, you will learn:

- The art of persuasion in interviews
- How to nail the closing of your interview, to close the deal that is your job offer
- How to follow up with the interviewer in a timely and memorable manner
- How to evaluate your offer(s)
- What you can and cannot negotiate
- The art of negotiating pay and benefits successfully

This section of the Interview Acer Toolbox offers practical actions you can take to ensure that you leave with the best offer possible.