

### Scenario #1:

Jon has just finished high school and is looking for a job with a landscaping company or gardening store. He loves plants, and enjoys working outside. He has never had a paid job before, but he has taken many science classes in high school and knows many facts about plant life. He is completing an application with a gardening store called Logan's. He is applying for a job to water and trim plants, sweep up areas, and unload new arrivals. The company is offering to pay \$7.00 per hour. Jon decides to ask for \$8.50 per hour.

#### *Realistic or unrealistic?*

#### *Answer:*

Jon's request seems **unrealistic**. It would not be appropriate for Jon to request much more than what the company is offering. Even though Jon knows a lot about plants, he does not have any work experience and he has just finished high school. If Jon does get hired and he does a really good job, maybe he will get a raise!

### Scenario #2:

Kelly has completed two years of school at the local community college. She is taking classes in nursing and health care. Kelly has been volunteering part time for 2 years at a nursing home for elderly people. She also works part-time at the hospital. She is applying for a job as a full-time nursing assistant with a home health care company. The company is offering to pay \$8.00 per hour. Kelly decides to ask for \$9.00 per hour.

#### *Realistic or unrealistic?*

#### *Answer:*

Kelly's request seems **realistic**. Kelly could ask for a higher rate (i.e. \$8.50, \$9.00 per hour) because she has completed specific classes in the health care field. She also has related work and volunteer experience. However, the company might not be able to pay any more than \$8.00 per hour. If Kelly is not comfortable asking for more money, she could write something like "negotiable" on the compensation section of the application form.