Robert Half Canada

Survey: 33 Per Cent of Workers in Canada Negotiated Pay With Last Job Offer



- **65 per cent of managers don't expect candidates to accept the initial salary offer**
- **Employers are more open to negotiating pay, perks and benefits than last year**

TORONTO, Feb. 13, 2019 /CNW/ - Canadian job seekers may need a confidence boost when it comes to setting their salary, suggests new research from global staffing firm Robert Half. One-third of professionals surveyed (33 per cent) tried to negotiate a higher salary with their last employment offer, falling one point from a similar survey in 2018.

A separate survey finds many employers are willing to make a deal with candidates: 65 per cent of senior managers said they expect some back-and-forth on salary. More than half are more open to negotiating compensation (53 per cent) and nonmonetary perks and benefits (56 per cent) than they were a year ago.

Workers were asked, "**Thinking of your last job offer, did you try to negotiate for higher pay?** Their responses:

Yes	**33%**
No	67%
	100%

Senior managers were asked, "**When hiring staff, do you expect candidates to negotiate salary?**" Their responses:

Yes	**65%**
No	35%
	100%

"Professionals today have more negotiating power than they realize," said Greg Scileppi, president of Robert Half, International Staffing Operations. "As companies struggle to find talent in the current market, many are open to adjusting the pay and benefits offered to top candidates."

"Managers and job seekers alike should approach compensation negotiations as an inevitable part of the hiring process," added Scileppi. "Outside resources like staffing firms or industry reports can help both parties gain clarity around salary and benefits expectations to confidently navigate these conversations."

For more information on starting pay levels, benefits and perks, download the Robert Half 2019 Salary Guides.

About the Research

The online surveys were developed by Robert Half and conducted by independent research firms. They include responses from more than 500 workers 18 years of age or older and employed in office environments and more than 600 senior managers at companies with 20 or more employees in Canada.

About Robert Half

Founded in 1948, Robert Half is the world's first and largest specialized staffing firm. The company has more than 300 staffing locations worldwide and offers online job search services on its divisional websites, all of which can be accessed at roberthalf.ca. For additional career and management advice, follow our blog atroberthalf.ca/blog.

SOURCE Robert Half Canada

For further information: Natasha Ferraro, 647.956.5575, natasha.ferraro@roberthalf.com

---

https://press.roberthalf.ca/2019-02-12-Survey-33-Per-Cent-of-Workers-in-Canada-Negotiated-Pay-With-Last-Job-Offer