Salary Surveys and Negotiation Skills

**American Salaries & Wages Survey.** Detroit: Gale, biennial. R.331.11 A512g


**CollegeGrad.com Salary Information** [www.collegegrad.com/salaries](http://www.collegegrad.com/salaries)

**Crain's Chicago Business**, "Wage and Salary Survey", annual each May. PER.650.5C887 (LC Reference Desk, NA)


**Geographic Reference Report**. Newport Beach, CA: BTA Economic Research Institute, annual. R.331.2973 G345 (LC, LP)

**JobStar's Salary Surveys** [www.jobstar.org/tools/salary](http://www.jobstar.org/tools/salary)


**NACE Salary Survey**. Bethlehem, PA: National Association of Colleges and Employers, quarterly. R.331.114C11C (LP)


**Salary Calculator** [www.homefair.com/calc/salcalc.html](http://www.homefair.com/calc/salcalc.html)

**Salary.com** [www.salary.com](http://www.salary.com)

Many trade magazines publish surveys for the professions that they serve. Databases available through the DePaul Libraries' home page ([www.lib.depaul.edu](http://www.lib.depaul.edu)) provide access to the contents of these publications. A sample search strategy using *ABI/Inform* might look like this:

```
Search in: [ABI_INFORM] (U.S. and international articles on business and management)
Search for: salaries [Keyword]

and [name of profession/industry] [Keyword]

and surveys OR statistical data [Subject]
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Begin with the first two layers. The third is optional; add for more precision.

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