

# How to answer when the employer asks about current income?

What is your current salary or current income? It is not an easy question to answer for all candidates in the job interview. Should we inflate or seek to avoid?

Being asked about the current income or the most recent salary earned is one of the "hardest" moments in a job interview. Obviously choosing to avoid the problem or inflate income is not a viable solution at this time. You still have to disclose your salary. However, the problem lies in saying how to benefit you?

According to **David A. Earle** , a leading researcher at **Staffing.org** , a company that analyzes and measures recruitment trends there is always a risk if you say that your current salary is low or inflate it. Because, it will impact the negotiation of the salary for the new position with the employer.

*"If you are confident in your abilities, then it doesn't matter if you say that the old company's salary is \$ 170,000 and I need at least \$ 190,000 to leave my current job."*

The law does not require employers not to ask about the old salary of job applicants and the candidates are not required to give an answer. Therefore, the solution here is to prepare very well to control the situation and give the answer that makes the recruitment team most satisfied while ensuring you are not "lost".



## Honest salary

Many people believe that you should say the amount of money you receive from your old company straight away. However, with professional talks like job interviews, this doesn't always help you get the job you want.

Another problem when employers ask this means they are trying to make the lowest recommended salary for you. If you tell the truth, then you have limited the income you can receive when you switch to your new company and you will also be hard to win in the salary negotiations.

For example, if your old salary is \$ 200 / month and then, the employer recommends that your new salary is \$ 205 / month. However, the number you want is 300 USD. So how do you say your desired income and explain why you ask for a higher salary now?



## **Inflated - answer is risky**

Blowing is always a risky choice because employers have many ways to verify the truthfulness of your words. For example, they may ask you to provide the latest payroll, call directly to the people you listed in the reference section or investigate yourself. Even if you give a definitive answer, many skilled employers will be able to detect you lying without any support or investigation.

However, using the current "hype" income strategy is also a way for you to test employers.

*"The important thing is that you need to know where you are standing because there is so much information available online about salaries and bonuses. If you say your old salary is \$ 142,000 and you know that people who have taken over your position are Applications are rarely paid for less than US \$ 130,000 - you accept a job offer - and then the employer says the proposed salary is only US \$ 120,000, at which point you can confirm that they are only looking for ways to most benefit them "*



In addition, if the hype helps you get a higher salary, it also means the responsibility and the amount of work you need to complete is much larger.

## Avoid questions

Some people think that you should try to avoid the question and focus on the value that you can bring to the company. However, this way can make employers think that you lack confidence, do not dare to face, unclear about purpose and stereotyping - that is, any situation will bring power (which the recruiter does). The application has not been verified in practice) to deal with

According to **Stephen E. Seckler** , president of the legal consulting firm Seckler, *"It is difficult not to answer this question if the employer asks directly. Given the answer, the candidate will be disadvantaged, but if No, the candidate seems to have sent a signal to the employer that he is not a cooperative person, they will start screening and analyzing whether you are fit to become an employee of the organization. Obviously, this will create a bad impression. "*

**To prepare for a salary negotiation and in case the employer asks you to indicate your current income, remember:**

1. Study carefully the salary information of the applied company, including the salary for your position, the average industry salary and the salary that your colleagues or friends (working at another company). ) working together in that position is currently being received.
2. Based on what you have studied, prepare a reasonable number and explanation why you have offered such a proposed salary.
3. Never lie because employers know how to check your honesty.

You finished reading the article "**How to answer when the employer asks about current income?**" edited by the [TipsMake](#) team. We hope this article has provided you with many useful tech tips and tricks. You can search for similar articles on tips and guides. Thank you for reading and for following us regularly.