

How do you say No to a job proposal?

By saying “Yes” I will accept your offer

While you have not received an offer yet, it became clear after the final interview that certain other benefits will not be offered and therefore, the role will not work!

When do you want to say no to a deal? Take a positive approach say “YES” but if all the other benefits and terms are to your liking, ask yourself, What would make me want to accept the offer?



Start with YES

Then phrase your response to the offer like this.

Then add this Sentence

“I’d like to accept your offer. I want the job and I want to work on your team. But I’d like to discuss the terms with you, if you’re agreeable to it.”

You’re not actually accepting the offer. You’re starting a negotiation by saying you’d like to take it. Remember that negotiations aren’t just about money! There are lots of issues you can negotiate.

Pause and let them respond. They’ll ask you, What terms?

You are not demanding anything. You are asking for a discussion. No matter how they respond, you will have given a Yes response and a request for a reasonable negotiations. If you say “no” at this point it’s on them.

Commitment enables negotiations

The power of this approach lies in starting out with YES. This is what most of the negotiating methods it means *maybe, if you’ll work with me on the mutually agreed upon terms*. This tells them the main question is already resolved – you want the job. All that remains is working out the terms, which you’ve indicated you’re happy to discuss, after you’ve notified them there may be 1 or 2 issues to be resolved.

Believe it or not, the most important commitment you can make to an employer is to say you want the job. That commitment puts you on good footing to discuss terms.

Try it. The worst that will happen is they'll say no. But when you've indicated you want the job, an employer is more likely to come back with an alternative that's good for both of you.