

**Read the scenarios below. Decide whether the applicant should request more money than the company offers.**

**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?*

**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?*

