Why You Shouldn't Take a Counteroffer  
Alison Green  

Thinking about using a potential employer’s job offer to get your current company to counter and pay you more money? Stop right there.

Using another job offer as a bargaining chip may be tempting, but too often, it ends badly. If you want a raise, then negotiate it on your own merits—or prepare to move on.

Here’s why:

1. Employers often make counteroffers in a moment of panic. ("We can't have Joe leave right now! We have that big conference next month.") But after the initial relief passes, you may find your relationship with your employer—and your standing with the company—has fundamentally changed. You’re now the one who was looking to leave. You’re no longer part of the inner circle, and you might be at the top of the list if your company needs to make cutbacks in the future.

2. Even worse, your company might just want time to search for a replacement, figuring that it's only a matter of time until you start looking around again. You might turn down your other offer and accept your employer's counteroffer only to find yourself pushed out soon afterward. In fact, the rule of thumb among recruiters is that 70 to 80 percent of people who accept counteroffers either leave or are let go within a year.

Read the rest here!

Source:  
http://money.usnews.com/money/blogs/outside-voices-careers/2012/03/26/why-you-shouldnt-take-a-counteroffer

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