



## **Retail Employee Application**

A manager of a large national retail clothing store is looking over a potential employee's application and notices that the man has never worked in retail before.

He asks the applicant, "For a man with no experience, you are certainly asking for a high wage."

The man's logical answer was: "The work is so much more difficult when I don't know anything about what I have to do."

### **Other answers to avoid**

1. "Well, I think the wage is fair considering I don't know much about retail anyway."
2. "I heard your competitors pay more, so that's why I'm asking for a higher wage."
3. "I figured if I ask for more, maybe I'll learn faster on the job."
4. "Honestly, I don't really need the money, but a higher wage would be nice."
5. "I know I don't have experience, but I have bills to pay, you know?"
6. "I thought I'd start high and then negotiate down if needed."
7. "I heard your store pays a lot, so that's why I applied."
8. "I thought my lack of experience would be balanced out by a higher wage."
9. "I'm not too concerned about experience. I'm just here for the paycheck."
10. "I know it seems high, but I'm confident I won't need much training."

## **Acceptable answers**

"Thank you for noticing! While I may not have direct retail experience, I believe my skills and abilities could bring value to your team."

"I understand that my lack of retail experience might raise questions, but I'm confident in my ability to learn quickly and adapt to new environments."

"I've spent time researching the retail industry and have a solid grasp of customer service principles, which I'm eager to apply in this role."

"I appreciate the concern. While I haven't worked in retail before, I bring a strong work ethic, a willingness to learn, and a commitment to contributing positively."

"I completely understand that my experience might not align with what you typically see, but I'm excited to show how my background can translate into excellent customer service."

"I recognize my wage expectation might seem ambitious, but I'm confident that my dedication, interpersonal skills, and enthusiasm will make me a valuable team member."

"I've excelled in other industries by quickly adapting to new challenges. I believe my ability to learn and grow can make a positive impact on your retail team."

"I'm aiming for a higher wage because I'm confident in my ability to deliver exceptional service and create positive customer experiences, which ultimately benefits the store's reputation."

"I've been working on honing my communication and problem-solving skills, which are crucial in retail. I believe I can contribute positively to your store's success."

"I'm excited about the opportunity to learn and develop in the retail field. I'm looking for a fair compensation that reflects my commitment to contributing effectively to your team."