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Collana	A Fifty-Minute series book
Soggetti	Compensation management Electronic books.
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
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Note generali	Description based upon print version of record.
Nota di contenuto	<p>""TITLE""; ""COPYRIGHT""; ""ABOUT THE AUTHOR""; ""PREFACE""; ""CONTENTS""; ""INTRODUCTION""; ""SECTION I The Basics of Pay Management""; ""WHY PAY IS IMPORTANT""; ""COMPANY VALUES""; ""SUPERVISOR VALUES""; ""EMPLOYEE VALUES""; ""Pay and Emotions""; ""Leadership and Pay""; ""UNDERSTANDING EMPLOYEE MOTIVATIONS""; ""THE OBJECTIVES OF PAY MANAGEMENT""; ""Pay Satisfaction Basics""; ""Fair Pay""; ""Competitive Pay""; ""Rewarding Pay""; ""MAKING PAY CHANGES""; ""Hiring""; ""Range Adjustment""; ""General or Cost of Living Allowance""; ""Step""; ""Merit""; ""1. Set Clear Job Performance Standards""</p> <p>""2. Conduct a Fair Appraisal of Employee Results""""3. Plan and Budget Merit Increases""; ""4. Communicate with Each Employee About His or Her Pay""; ""TALKING TO EMPLOYEES ABOUT MONEY""; ""Purpose of the Meeting: The Three Ea€?s""; ""1. EXPLANATION""; ""2. EXPLORATION""; ""3. ENCOURAGEMENT""; ""Preparation for the Meeting""; ""Exceptions to the Privacy Rule""; ""PRACTICE THE ART OF GOOD LISTENING""; ""Your Idea""; ""QUESTIONS, QUESTIONS, QUESTIONS""; ""THE CLOSE""; ""SECTION II Case Study Examples""; ""STUDYING CASES""; ""Case Study: IS THAT ALL?""; ""Quiz""; ""Review Commentary""</p> <p>""Case Study: OH PROMISE ME""""Quiz""; ""Review Commentary""; ""Case Study: REACHING MAXIMUM""; ""Quiz""; ""Review Commentary""; ""Case Study: MARGINAL PERFORMANCE""; ""Quiz""; ""Review Commentary""; ""Case Study: RANGE ADJUSTMENT""; ""Quiz""; ""Review Commentary"";</p>

""Case Study: DEMANDS""; ""Quiz""; ""Review Commentary""; ""Case Study: INCENTIVE PAY""; ""Quiz""; ""Review Commentary""; ""Case Study: HIRING""; ""Quiz""; ""Review Commentary""; ""WORDS OF CAUTION""; ""SUMMARY""; ""Dona€?t""; ""Do""; ""CONCLUSION""
