



Part IX

Rewarding people

This part is concerned with the process of rewarding people in organizations. It starts in Chapter 42 with a general review of reward management, which includes descriptions of its application for directors and executives, sales staff and manual workers. This is followed in Chapter 43 with an examination of the concept of strategic reward. The rest of Part IX deals with the following aspects of reward management:

Chapter 44 – Job evaluation

Chapter 45 – Market rate analysis

Chapter 46 – Grade and pay structures

Chapter 46 – Contingent pay

Chapter 47 – Employee benefits, pensions and allowances

Chapter 48 – Managing reward systems