

# How to Establish a 'Pay-For-Performance' Culture

*By*

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## **Abstract:**

This PowerPoint presentation reviews the most common shortcomings in company performance appraisal and salary administration systems. Guidelines to provide for objective and consistent appraisal and salary administration are summarized. A systematic and consistent appraisal and salary administration system should appropriately recognize and reward top performing employees while encouraging poor performers to improve their performance or discontinue service. (1 Hour Presentation)

## **Outline:**

- o Salary and Performance Administration 101
- o An Annual Review Process
- o Qualitative and Quantitative Assessment
- o Linking Individual and Business Objectives
- o Individual Improvement Planning
- o The Key Ingredient is Management!
- o Instructions and Guidelines are Critical
- o Summary

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