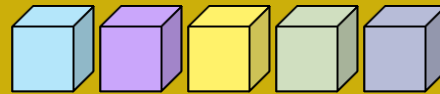


REGISTER TODAY



C17: Market Pricing — Conducting a Competitive Pay Analysis

AVOIDING ANALYSIS PARALYSIS

This course will provide a consistent and effective methodology for market-pricing benchmark jobs within an organization. Participants will have an opportunity to develop their data utilization skills through classroom practicum exercises.

- Review common compensation strategies, base pay structure design, and the establishment and use of a job worth hierarchy.
- Discuss how market pricing can support an organization's business strategy.
- Discover data sources, data collection options, salary survey formats and use of job matching.
- Learn how the data from salary surveys can help you develop the market rate for benchmark jobs.
- Discuss the use of statistical analysis tools and aging, blending, weighting and slotting data.
- Learn how to handle exceptions or special situations.
- Find out how to communicate market pricing to upper management and your organization.

WHO SHOULD ATTEND?

This course is designed for compensation and HR professionals with an interest in/or responsibility for identifying competitive rates of pay, job evaluation and compensation program development.

WHAT YOU WILL LEARN:

- Total Rewards and the Compensation Function
- Market Pricing and Business Strategy
- Survey Data
 - Collecting
 - Utilizing
- Exceptions and Special Situations
- Communication

CREDITS:

- CCP : Required
- GRP : Required
- Recertification : 2 Course, .5 Exam
- CEUs: 1.5 Course, .3 Exam
- CEUs: 16
- PHR/SPHR/GPHR Recertification Hours: 16

For more information or to register, contact WorldatWork Customer Relations (877) 951 – 9191 or visit

<http://www.worldatwork.org>

October 17 – 18, 2011

Sponsored by Charlotte Area Compensation Council

Location:

Charlotte Marriott Executive Park

Charlotte, NC