

SALARY NEGOTIATIONS



(Confidential) Under Information on Employee Position 111

The first step in negotiating the distribution of the total available salary is to determine the total available salary. This is done by adding the salaries of all employees in the company. The total available salary is then divided by the number of employees to determine the average salary. This average salary is then used to determine the salary for each employee. The salary for each employee is then compared to the salary for the same position in other companies. If the salary is lower, then the employee's salary is increased. If the salary is higher, then the employee's salary is decreased. This process is repeated until the salary for each employee is in line with the salary for the same position in other companies.

The second step in negotiating the distribution of the total available salary is to determine the salary for each employee. This is done by comparing the salary for each employee to the salary for the same position in other companies. If the salary is lower, then the employee's salary is increased. If the salary is higher, then the employee's salary is decreased. This process is repeated until the salary for each employee is in line with the salary for the same position in other companies.

The third step in negotiating the distribution of the total available salary is to determine the salary for each employee. This is done by comparing the salary for each employee to the salary for the same position in other companies. If the salary is lower, then the employee's salary is increased. If the salary is higher, then the employee's salary is decreased. This process is repeated until the salary for each employee is in line with the salary for the same position in other companies.

The fourth step in negotiating the distribution of the total available salary is to determine the salary for each employee. This is done by comparing the salary for each employee to the salary for the same position in other companies. If the salary is lower, then the employee's salary is increased. If the salary is higher, then the employee's salary is decreased. This process is repeated until the salary for each employee is in line with the salary for the same position in other companies.

Salary Negotiation Lewicki Instructors Guide To Exercises

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