



# The Reward Management Toolkit: A Step-By-Step Guide to Designing and Delivering Pay and Benefits

*Michael Armstrong, Ann Cummins*

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Deciding how to effectively reward staff is one of the most tricky and contentious areas in people management. Getting it right can help promote a motivated workforce, and significantly improve recruitment and retention. But how do you decide what pay scale is suitable for which job and how do you design reward packages which recognise contribution and encourage employees?

The Reward Management Toolkit provides practical, step-by-step guidance on designing and delivering rewards across organizations. In each tool the authors describe what the tool will achieve and provide guidance on when it is appropriate to implement. Each tool is supported by questionnaires, checklists and opinion surveys which can be used as the basis for analysis, discussions in workshops, project teams and focus groups. These tools include: the design, development and implementation process, strategic reward, job evaluation, market rate analysis, benefits options, including flexible benefits and the management and evaluation of reward systems.

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