



Designing Effective Incentive Compensation Plans: Create a plan that drives strategy, engages employees, and achieves success

Sal DiFonzo

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Drawing on two decades of compensation experience, Sal DiFonzo explores how to transition a firm from a traditional discretionary plan to a contemporary structured incentive compensation plan. The issues in this process can be complex, but DiFonzo simplifies them by taking the reader step-by-step through the rationale behind creating a structured incentive compensation plan, each phase of the creation process, and expert strategies for solving the issues that invariably arise with changes to compensation. While examples are drawn from the design and construction industry, firms from all industries seeking to drive strategy, engage employees and achieve success will find this book to be a valuable guide.

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