

# Employee Bonus Plans

## Measures

Examples of Quantitative measures include:

- Individual Productivity
- Team write-offs
- Cost Recovery

Examples of Qualitative measures include:

- Contribution to internal policies and procedures
- Contribution to staff training
- Attendance and punctuality to meetings
- Identification of value add work
- Reduced debtor days
- Initiatives to reduce burden on senior staff and directors

Our experience is that the bonus plan provides good incentives for staff. The bonus plan has the ability to not only allow team members to influence their own remuneration both in terms of generating revenue but also to be rewarded for individual out performance on their personal KPIs.

It works well when team members recognise they are more likely to generate additional salary from hitting bonus targets than waiting for a pay rise. This message needs to be communicated to the team. Of course, it is only useful if it benefits the company overall and this is guaranteed by virtue of the pool only being triggered when stretch revenue budgets are met.

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**Martha Maeda**



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and reporting progress and findings and building and sustaining support Each activity includes an overview instructional objectives minimum and maximum number of participants range of time required materials needed primary instructional method and procedures for facilitators to help learners in the most common evaluation practices *Practical Human Resource Information Systems* SATISH K. BAGDI, 2012-05-09 Practical Guide to Human Resource Information Systems HRIS is a comprehensive presentation on global HRIS implementations and the associated challenges faced in such global projects It begins with the basic HR and IT concepts and guides the readers through the complete life cycle of HRIS applications spanning from planning to execution Both HR and IT play an equal role in the development of HRIS applications This book will help students from both HR and IT streams in assimilating the intricacies of implementation of HRIS projects HR is one of the most popular ERP product implementation topics in today's business world Its implementation needs a practical discussion using examples from real world The examples the case study and discussions in the book follow an international approach rather than discussing only a single country HRIS implementations A real life case study that flows through various chapters of the book brings out challenges in the implementation of HR specific projects In today's global economy HR is changing fast and dives into areas such as strategy outsourcing mergers and acquisitions M A This book covers all these areas and other topics that are relevant to today's HR world providing more value to the readers It provides illustrations to assist readers in visualizing the topics discussed and in developing a sound understanding of the integration and data aspects of HRIS systems This book will be useful as a text for a course in HRIS wherever prescribed for the MBA HR and MBA IT students The book encourages self directed study and thought process based on references provided at the end of each chapter and hence will also be useful to consultants HR professionals and IT professionals working with HR departments

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