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Designing an Organization-wide Performance-based Compensation System

Dr. William B. Abernathy's years of experience guide the reader through both the development and long-term management of an effective performance system. The reader will learn how to measure all types of performance; how to organize them into balanced scorecards; and how to link incentives to performance improvement through profit-indexed performance pay. The reader will also learn how to manage and sustain a performance system including techniques for validating measures and incentive payouts, as well as performance analysis and improvement strategies.

"Deploying business strategy through your employees is the only way to beat the competition. If you are interested in achieving sustainable business results, then the pragmatic approach described and documented in this book is a must read. Apply this knowledge and win!" –Robert W. Culbertson, Chevron Products Company

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