

Managers are bombarded with advice about pay. Unfortunately, much of that advice is wrong, according to Stanford Business School Professor Jeffrey Pfeffer. The author describes what he calls The Six Dangerous Myths About Compensation, and provides some advice and reality. This article, which originally appeared in the May-June 1998 Harvard Business Review, is offered in audio form exclusively through Audible.

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The purpose of this article is to shed light on six misconceptions about compensation, why many managers fall prey to these myths and to provide some .

• Reality: What matters is not pay rates but productivity (and pay is just one mngt practice that impacts commitment. Request PDF on ResearchGate Six dangerous myths about pay Every day, executives make decisions about pay, and they do so in a. Which reminded me of Jeffrey Pfeffer's excellent article, Six Dangerous Myths About Pay (originally in HBR May/June ). This article should. Transcript of Six Dangerous Myths About Pay &. Myths About Pay 1. Labor rates and labor costs are the same thing. 2. You can lower your. tinyfreehouse.com: Six Dangerous Myths About Pay (Audible Audio Edition): uncredited, Harvard Management Update, Harvard Business School: Books.

Every day, organizational leaders confront decisions about pay. There are generally 4 Six dangerous myths about compensation are discussed: 1. Labor rates.

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