



MO' MONEY, MO' PROBLEMS

| COMPENSATION 101 FOR MANAGERS |

EXERCISE: WHO'S MOST LIKELY



We're listing 5 positions that commonly exist in corporate America below. In the space below, **rank order the positions from 1 to 5**, with 1 being most likely to receive a counter offer when they resign and 5 being least likely to receive a counter offer when they resign. **Tell us why you ranked each position the way you did.**

Assume the individuals in each position are high performers.

Positions: Marketing Manager, Sales Executive, Software Developer, Financial Analyst, Project Manager

1.

2.

3.

4.

5.



80% of employees who accept a counter offer are not at that company six months later.