

Table Of Contents

1. Mo' Money, Mo' Problems - The Market Never Lies	. 3
2. Welcome To Nerd Prom - Let's Talk Research	. 9
3. The Holy Grail - How Formal Compensation Plans Work	20
4. The Insider's Guide To Hidden Games In The World Of Compensation	. 29
5. Making You An Offer You Can't Refuse - Offers.	. 40
6. Great Job! Here's Your 3% Increase - Annual Increases.	48
7. I'd Tell You, But Then I'd Have To Kill You- Dealing With Internal Issues On Compensation	59
8. I Heard Google Pays Mailroom Boys \$100K - Dealing With External Issues On Compensation	. 65
9. Before You Accept Their Offer, Think About This - The Art Of The Counter Offer	. 71
10. The Playbook - What To Do When This Boring Class Is Over	76

