

Incentives Around the World

Motivating your employees to ensure your company achieves its broader goals is a challenge for many organizations. Gain insight into the types of incentives offered and quickly evaluate how these incentives vary by job family and industry.

Current release: February 2020 | Next release: February 2021

What's included?

Short-term and sales incentives

- Eligibility
- Percentage receiving
- Actual as a percentage of base salary
- Target as a percentage of base salary

Long-term incentives

- Eligibility
- Percentage receiving
- Actual as a percentage of base salary (Black-Scholes and Accounting Cost Method)

Current release pricing

	USD	EUR	CAD	AUD	GBP
Global Excel	3,000	2,625	4,000	4,125	2,375
Job family Excel	2,000	1,750	2,700	2,750	1,600
Industry Excel	2,000	1,750	2,700	2,750	1,600

Note: Global Excel includes job family and industry data. All three purchase options include country-specific career level data.

Use this [market coverage](#) guide to quickly identify the publications with data you may need. Need data sooner? [Talent All Access](#)[®] subscribers receive exclusive early access to many of our products.



New in 2020!

This report is now available in Excel format, making it easier to sort, analyze and customize the data. Select from a job family or an industry version.

1 Which incentives are most commonly provided?

2 How does incentive pay vary across career levels?

3 Which markets provide the highest and lowest incentives?

Order Online



14 Job families

- Administration
- Communication
- Customer service
- Engineering
- Finance
- General management
- Human resources
- Information technology
- Legal
- Production
- Project management
- Quality
- Sales
- Supply chain

11 Industries

- Chemicals
- Consumer goods
- Energy
- High tech
- Life sciences
- Logistics
- Manufacturing
- Non-manufacturing
- Retail & wholesale
- Services non-financial
- Transportation equipment

Career level data are included in all report options; incentives included vary for job family and industry options.

	Career level	Job family	Industry
Short-term incentive	Yes	Yes	Yes
Sales incentive	Yes		Yes
Long-term incentive	Yes		