



Pay: Why People Earn What They Earn and What You Can Do Now to Make More

Kevin F. Hallock



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Billions of people throughout the world are paid for their work. This book was written to explain why they earn what they earn and, in doing so, to help readers understand how they can earn more in both the short and long run. It describes wages, wage differences across groups, wage inequality, how organizations set pay and why, executive and "superstar" pay, the difference between pay and "total rewards" (including benefits, opportunities for growth, colleagues, and working conditions), compensation in nonprofits, and the differences between the cost of compensation to organizations and the value employees place on that compensation. It also offers tips on what an individual can do to do to earn more.



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