

Compensation and Benefits Management: Strategies for Success

9 – 13 November 2026
Rome (Italy)

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A photograph of chess pieces on a checkered board. In the foreground, a large gold king piece stands prominently on a dark square. To its left, a silver pawn piece sits on a light square. Further back, another silver pawn piece is visible on a light square. The background features concentric circles radiating from behind the king piece, creating a sense of depth and focus.

Compensation and Benefits Management: Strategies for Success

Ref: 322085_184437 **Date:** 9 – 13 November 2026 **Location:** Rome (Italy) **Fees:** 5200 GBP

Why This Course

In today's competitive and rapidly evolving business landscape, designing effective compensation and benefits programs is no longer a routine HR task—it's a strategic function that directly influences talent attraction, employee engagement, and organizational performance.

This intensive 5-day program is designed to help HR professionals and managers build a solid, practical understanding of compensation and benefits. It goes beyond theory, offering structured frameworks, real-world insights, and hands-on approaches to designing total rewards systems that are both competitive and aligned with organizational goals.

Throughout the program, participants will explore how to balance internal equity with market competitiveness, navigate legal considerations, and communicate compensation strategies in a way that builds trust and transparency across the organization.

What You'll Learn and Practice

By joining this program, you will:

- Build a strategic approach to compensation and benefits aligned with business objectives.
- Understand key legal and regulatory factors that influence compensation decisions.
- Apply job evaluation methods and market analysis techniques effectively.
- Design structured and competitive pay frameworks.
- Explore different incentive models and how to apply them in practice.
- Develop the ability to communicate total rewards clearly and impactfully.

The Program Flow

Day 1: Foundations of Compensation and Benefits

- Understanding the concept of total rewards and its strategic value.
- Defining compensation philosophy and organizational objectives.
- Overview of legal and regulatory considerations.
- Introduction to job analysis and evaluation methods.

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A graphic of a chessboard with several chess pieces (a king, a queen, a rook, and a pawn) positioned on it. The board is checkered, and the pieces are in gold and silver. The text 'UK Training PARTNER' is overlaid on the right side of the board.

Day 2: Market Analysis and Pay Structures

- Conducting and interpreting salary surveys.
- Analyzing market data to support decision-making.
- Designing structured pay systems.
- Linking performance with compensation strategies.

Day 3: Variable Pay and Incentive Programs

- Exploring different types of incentive plans.
- Comparing short-term and long-term incentive approaches.
- Understanding executive compensation frameworks.
- Designing effective sales compensation plans.

Day 4: Employee Benefits and Perks

- Overview of core benefits such as health and retirement plans.
- Designing flexible and voluntary benefit options.
- Supporting work-life balance through benefits programs.
- Addressing broader considerations in benefits design.

Day 5: Administration and Communication

- Using systems to manage compensation and HR data.
- Budgeting and controlling compensation costs.
- Communicating total rewards effectively to employees.
- Measuring and improving program effectiveness.

Individual Impact

- Gain confidence in designing and managing compensation structures.
- Strengthen analytical skills in job evaluation and market benchmarking.
- Enhance your ability to align rewards with performance and strategy.
- Improve communication skills when presenting compensation frameworks.

Organizational Impact

- Develop competitive compensation systems that attract and retain talent.
- Improve transparency and employee understanding of total rewards.
- Strengthen alignment between performance and rewards.
- Support better decision-making through structured compensation practices.

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Training Methodology

This program combines practical knowledge with applied learning to ensure real value. The approach includes:

- Interactive discussions and real-world examples.
- Practical exercises in job evaluation and pay design.
- Case-based learning on compensation challenges.
- Workshops focused on building reward frameworks.

Beyond the Course

By the end of this program, participants will be equipped with the tools and confidence to design and manage compensation and benefits systems that are both strategic and practical.

They will return ready to:

- Build structured and competitive compensation frameworks.
- Apply market insights to improve reward strategies.
- Implement incentive programs that drive performance.
- Communicate total rewards in a clear and engaging way.

Ultimately, this course helps transform compensation from a routine function into a powerful driver of organizational success.

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A graphic illustration of a chessboard with several chess pieces. A large gold king piece is prominent in the foreground, with a silver pawn and a gold pawn nearby. The board is checkered, and there are concentric circles in the background.