



# Can Pay Be Strategic?: A Critical Exploration of Strategic Pay in Practice

*Dr Jonathan Trevor*

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*Can Pay Be Strategic* provides a timely insight into the challenges faced by leading organizations when attempting to deploy pay systems in the pursuit of strategic priorities. Based upon in-depth case study research, this book reveals a number of managerial obstacles to the effective management of contemporary pay systems and the dysfunctionalities and negative outcomes that are an organizational reality for many.

Difficult to get right and easy to get wrong, are attempts to use pay strategically worth it? To this on-going and critical debate in the field, Jonathan Trevor offers for both academics and practitioners a fresh perspective grounded in robust theory and relevant empirical research.



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