



## **Compensation and Benefits Specialist Course**

30 November – 4 December 2026  
Milan (Italy)



## Compensation and Benefits Specialist Course

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### Introduction

Compensation and benefits are among the most important strategic pillars in any organization, as they represent a key tool for attracting, retaining, and motivating talented employees. Designing balanced salary structures and benefits programs is essential to successful human resources management. This Compensation and Benefits Specialist program provides a framework for understanding the relationship between performance and achievement on one hand, and rewards and compensation on the other. Through training in job analysis and job evaluation, participants can build fair and transparent systems.

The Compensation and Benefits Specialist program enables participants to explore modern global trends in compensation and benefits strategies and how to adapt them to local work environments. It helps develop reward management skills in a way that enhances organizational performance efficiency. It focuses on balancing financial and non-financial benefits to achieve sustainability. It relies on real-world case studies to demonstrate methods for designing effective reward systems. It provides participants with practical tools to obtain a Compensation and Benefits Specialist certificate as an advanced professional step.

### Targeted Groups

The Compensation and Benefits Specialist Course is designed for professionals and individuals seeking to acquire knowledge and skills in the following areas:

- Compensation and benefits management specialists.
- Human resources professionals seeking professional development.
- Team leaders and managers across different organizations.
- New specialists in the field of compensation and benefits.
- Consultants involved in designing incentive programs.
- Anyone working in job analysis and job design.
- Those seeking Compensation and Benefits Specialist training.
- Professionals interested in developing reward strategies.
- Individuals seeking to enhance their professional skills.
- Specialists aspiring to obtain a professional certification.

### Course Objectives

By the end of this Compensation and Benefits Specialist training program, participants will be able to:

- Explain the role of the compensation and benefits specialist and its impact on organizational success.
- Analyze jobs and develop accurate and comprehensive job descriptions.
- Apply practical steps to evaluate and grade jobs according to global systems.
- Design effective financial and non-financial compensation programs.
- Develop compensation and benefits strategies that support organizational objectives.
- Compare regional and international compensation management practices.
- Use analytical tools to make fair decisions when designing salary structures.
- Integrate performance management results into reward plans.
- Develop internal consulting skills for advising senior management.
- Strengthen the ability to prepare and conduct compensation and benefits surveys.
- Evaluate the effectiveness of performance-related reward management.
- Propose innovative solutions to motivate employees and increase their loyalty.
- Develop fair policies that promote workplace transparency.
- Equip participants to keep pace with modern compensation trends.
- Provide participants with the skills required to obtain a Compensation and Benefits Specialist Certificate.

## Targeted Competencies

Through the Compensation and Benefits Specialist Program, participants will acquire the following competencies:

- The ability to analyze and design jobs.
- The skill to develop fair job structures.
- Analytical thinking for evaluating practices.
- Developing clear compensation policies.
- Using technological tools in human resources management.
- Applying modern approaches to reward management.
- Communicating effectively with different stakeholders.
- Providing evidence-based advice.
- Planning and implementing benefits strategies.
- The ability to innovate in incentive design.

## Real-world Case Studies

In the Compensation and Benefits Specialist Training, participants will develop their capabilities through the study of the following scenarios:

- An employee perceives salary inequity, requiring adjustments to the compensation system.
- A company seeks to design a new program of financial and non-financial benefits.
- An organization requires job analysis to define accurate roles.
- A case of employee dissatisfaction caused by the absence of a fair reward system.
- Reviewing performance management results to link them with compensation.
- A manager has difficulty retaining highly skilled employees.
- An organization seeks to improve its competitive position in the market.
- Applying job evaluation and classification to determine the salary scale.
- Preparing a comprehensive compensation and benefits survey.
- Developing a training program in compensation and benefits strategies to support managers.

## **Course Content**

### **Unit 1: Compensation and Benefits Management**

- A comprehensive definition of the concept of compensation and benefits.
- The objectives of compensation in modern organizations.
- The distinction between direct and indirect compensation.
- The elements of total compensation and their importance to employees.
- The compensation and benefits cycle and its key stages.
- Balancing internal and external equity.
- The relationship between job performance and rewards.
- The role of compensation in achieving organizational competitiveness.
- Standards of fairness and transparency in reward management.
- Global trends in compensation and benefits strategies.

### **Unit 2: Job Analysis and Job Description**

- The definition and importance of job analysis.
- Practical steps for conducting job analysis.
- Using interviews and questionnaires to collect information.
- Developing a model job description.
- A practical application of job analysis and job design.
- The role of job analysis in achieving internal equity.
- The relationship between job descriptions and compensation.
- Using job analysis to support human resources management decisions.
- Integrating technology into the job description process.
- A real-world case study on the application of job analysis.

### **Unit 3: Job Evaluation**

- The definition and objectives of job evaluation.
- An overview of global job evaluation systems.
- An explanation of the Mercer job evaluation system.
- An explanation of the Hay system and its advantages.
- A comparison between different evaluation systems.
- Determining and applying job grades.
- Addressing sources of error in job evaluation.
- The relationship between job evaluation and salary structure design.
- A case study on a practical job evaluation.
- The role of job evaluation in achieving organizational equity.

### **Unit 4: Designing Compensation Systems**

- The scientific foundations of designing compensation programs.
- Strategic decisions in compensation management.
- Steps for designing basic salary structures.
- Adding financial and job-related allowances.
- Designing financial and non-financial benefits programs.
- Legal and administrative considerations.
- Challenges in implementing compensation systems.
- How to monitor the effectiveness of the system.
- Linking compensation with performance objectives.
- Preparing a development plan for the compensation program.

### **Unit 5: Competitive Compensation and Performance-Based Rewards**

- The importance of maintaining a competitive advantage.
- Tools for comparing salaries in the market.
- Methods for designing compensation-related surveys.
- Collecting and analyzing salary data.
- Success factors for reward strategies.
- Linking incentives to organizational performance.
- Rewarding appropriate behaviors and results.
- Using Key Performance Indicators KPIs.
- Practical examples from global companies.
- How to implement performance-related reward management.
- Practical recommendations for enhancing fairness in rewards.



## Final Insights & Key Takeaways

This course serves as an integrated platform for developing the expertise of compensation and benefits specialists. It enables participants to build fair systems that support organizational performance. It strengthens the role of the human resources specialist in balancing organizational objectives with employee satisfaction. It provides practical tools that can be applied immediately in workplace environments. Finally, it paves the way toward obtaining a Compensation and Benefits Specialist certificate as an advanced professional advantage.