

LIST OF **MEF** PUBLICATIONS ~ SURVEYS SERIES (2017)



MEF Salary Survey for Executives and Non Executives 2017

The MEF Salary Survey for Executives and Non Executives 2017 reports are comprehensive, reliable and useful reference tools for compensation analysis and has assisted employers in making informed decisions on the salary for a wide range of executive and non executive positions in Malaysia. The Reports which are highly demanded, represent the twenty third in the annual series of salary survey reports since 1995.

A comprehensive coverage of 167 benchmark positions covering 18,810 Executives' salaries of 265 members from manufacturing and non-manufacturing sectors is shared with employers in the 2017 Executive survey report while the Non Executives Report covered 101 benchmark positions of 33,646 Non Executives' salaries. An important feature of the Reports is the inclusion of the Forecast of salary increase and bonus for 2018 as given by participating companies are compared to that granted in 2017.



MEF Compensation & Benefits Survey for Sales & Marketing 2017

The Survey was conducted in response to the demand for comprehensive compensation guide for sales/marketing employees. A total of 96 companies participated in the Survey. The 2017 edition updates the data of a similar survey that was conducted in 2010. The Survey analysis serves as a reference guide in comparing selected 37 benchmark positions for Sales, Marketing, Business Development, Call Center, Customer Service and Retail Store.

The Report on sales compensation addresses the critical areas to be incorporated in any company's total rewards strategy and provides a comprehensive analysis of the latest trend and best practices in recruitment policies, salary, commission and incentive pay structure as well as benefits granted to the sales/marketing personnel.



The Analysis of Collective Agreements & Awards on Terms and Conditions of Employment, 2016

The twelfth edition of this Report contains analysis of salaries and terms of employment of 304 collective agreements given cognisance by the Industrial Court in 2016 and 41 Industrial Court Awards in 2016 that disputed on terms and conditions of employment. It serves as the essential reference guide for the unionised companies and IR/HR practitioners. The Report analysed in-depth the articles in the CAs which included the terms of employment, leaves entitlement, salary adjustment, annual increment, bonus, salary structure, allowances and benefits and salary data by Union, Industry and Location.

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