

Analysis of Salary Budget Trends

<u>Year</u>	<u>Job Level</u>		
	<u>Clerical/ Technical</u>	<u>Professional/ Managers</u>	<u>Executives</u>
1982	9.1%	9.1%	8.9%
1983	6.8%	6.9%	6.9%
1984	6.4%	6.5%	6.8%
1985	6.2%	6.4%	6.7%
1986	5.7%	5.9%	6.3%
1987	5.0%	5.2%	5.5%
1988	5.1%	5.2%	5.6%
1989	5.2%	5.4%	5.7%
1990	5.4%	5.5%	5.8%
1991	5.0%	5.0%	5.1%
1992	4.6%	4.7%	4.8%
1993	4.2%	4.3%	4.4%
1994	4.0%	4.0%	4.1%
1995	3.9%	4.0%	4.1%
1996	4.0%	4.1%	4.3%
1997	4.1%	4.3%	4.5%
1998	4.2%	4.5%	4.6%
1999	4.2%	4.4%	4.5%
2000	4.4%	4.6%	4.8%
2001	4.4%	4.6%	4.7%
2002	3.7%	3.9%	4.0%
2003	3.4%	3.6%	3.6%
2004	3.4%	3.6%	3.6%
2005	3.6%	3.7%	3.8%
2006	3.7%	3.8%	3.9%
2007	3.8%	3.9%	4.1%
2008	3.8%	3.9%	4.0%
2009	2.1%	2.2%	2.0%
2010	2.4%	2.5%	2.5%
2011	2.8%	2.8%	2.8%
2012	2.9%	2.9%	2.9%

Source: WorldatWork Salary Budget Survey for 2012-13

Data from over 2,100 companies in the U.S.