

Salary negotiations and networking: A global perspective

What can you do to increase your salary in the short, medium and long term?
Why are businesses willing to pay you more?
How can you boost your career through effective networking?

This event will illuminate a key aspect of the hiring process – salary negotiation and the role of networking in strategic career management. Compensation expert Conrad Pramböck will address the fundamental principles and strategies for successful salary negotiation and networking and comment on market data, trends and real-life examples from a global perspective. In addition, Partner and Country Manager for the Czech Republic at Pedersen & Partners Petra Grabmayer will discuss global developments in the context of the Czech labour market.

Date & Venue:

Tuesday, 23rd of September, 2014
University of Pittsburgh, Katz Graduate School of Business
Rohanské nábřeží 671/15, Rohan Business Centre, Reception A, 1st floor

Program:

17:30-18:00 - Registration
18:00-19:30 - Panel Discussion, Q&A
19:30-21:00 - Networking Cocktail

Speakers:

Petra Grabmayer

Partner & Country Manager Czech Republic, Pedersen & Partners



Petra Grabmayer is a Partner and the Country Manager for Czech Republic at Pedersen & Partners. Before joining the firm Ms. Grabmayer was the Business Development Manager Europe for ProTrans International, a US based supplier of logistics services. Previously, she was a Sales & Marketing Manager for Czech Republic and Slovakia at Business Travel Unlimited (RaiffeisenLandesbank) and Director at Berlitz School of languages. Ms. Grabmayer has an Executive MBA from the University of Pittsburgh and a Masters Degree from Prague University of Economics.

Conrad Pramböck

Head of Compensation Consulting, Pedersen & Partners



Conrad Pramböck is the Head of Compensation Consulting at Pedersen & Partners. Based in Vienna, Austria, he is responsible for consulting companies on all aspects of compensation, including providing companies with up-to-date market information on salary ranges and design of bonus systems across all industries and geographies. Prior to joining the firm, Mr. Pramböck held several senior positions in international consultancy firms. He started his career with a German Consultancy firm working in management consulting and later in the Compensation Consulting business unit based in Austria. For the following seven years he worked with one of the top Austrian Executive Search firms as the Head of Compensation Consulting. He was responsible for all international compensation consulting activities and developed and maintained an international compensation database in 40 countries. Mr. Pramböck holds a PhD in Law from the University of Vienna.

Facilitator:

Cristina Muntean

Communications advisor, media trainer and coach, founder of Media Education CEE



Cristina Muntean is a communications advisor, media trainer and coach with more than twelve years of experience in the Czech, Romanian and international media. She is the founder of Media Education CEE, a Prague-based premium PR advisory and training agency. Cristina's vision is to use her energy and enthusiasm to support people to open up to the infinite possibilities of authentic communication, and thus to run freely at full potential for the greater benefits of themselves, their families, businesses and communities.

Registration:

To confirm your participation, please register here: [REGISTRATION](#)

The event is complimentary and by invitation only. If you would like to invite a colleague or a prospective EMBA student to this event, please contact Kateřina Vorasická at kvorasicka@katz.pitt.edu.

Capacity is limited and seats will be assigned on a first-come-first-serve basis.