

## Majority of CFOs Willing to Negotiate on Perks



### Workers and CFOs Differ on Most Valued Non-Monetary Incentives

TORONTO, Dec. 10, 2015 /CNW/ - When thinking about workplace perks, would employees rather hit the gym or take a day off? It depends on whom you ask. Chief financial officers (CFOs) interviewed for a Robert Half survey said health and wellness benefits are what current and potential employees prize most, but workers cited additional vacation days as their most coveted perk.

Despite the discrepancy, the research suggests companies are increasingly willing to negotiate non-monetary perks versus a year ago. Fifty-four per cent of CFOs said they are more open to discussing these benefits, while none of those surveyed said they are less open. This shift is not lost on workers: 24 per cent think perks are on the discussion table more often at their company, while just 10 per cent think the opposite.

The research also found that when it comes to being more willing to offer these extra incentives, businesses in Manitoba, Alberta and British Columbia lead the pack.

"Offering employees thoughtful and flexible non-monetary incentives communicates a company culture that values its workers' needs," said Greg Scileppi, president of Robert Half, International Staffing Operations. "Business leaders shouldn't underestimate the significance of providing perks that are considerate of employee preferences, which can serve to enhance retention while setting the company apart as it looks to attract and recruit top talent in a competitive hiring market."

### About the Research

The research was developed by Robert Half and conducted by independent research firms. The CFO survey is based on telephone interviews with more than 270 CFOs from a stratified random sample of companies in Canada. The survey of workers includes responses from more than 400 Canadian workers age 18 or over and employed in office environments.

### About Robert Half

Founded in 1948, Robert Half is the world's first and largest specialized staffing firm. The Menlo Park, Calif.-based company has more than 340 staffing locations worldwide and offers online job search and management tools at [roberthalf.ca](http://roberthalf.ca). For career and management advice, follow our blog at [blog.roberthalf.com](http://blog.roberthalf.com). Follow Robert Half on Twitter at [@RobertHalf\\_CAN](https://twitter.com/RobertHalf_CAN) for additional workplace advice and hiring trends

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