

## *Special Report*

# **What's Going on with Management Salaries?**

### **An Investigative Series on CoB Faculty Salaries**

This Special Report re-examines recent starting salaries in the CoB's Management unit. In a previous installment in the *CoB Administrators in Their Own Words* data were presented showing that two recent Mgt hires, Brian Gregory and Jennifer Sequeira, received starting offers of \$79,750 and \$81,000, respectively, for the beginning of the 2004-2005 academic year. A recent posting to usmpride.com, "The New Cast," indicated that a 2006-2007 hire in Management, Dana Haggard, was offered and accepted a starting salary of only \$78,000. This occurred two years after offers of \$79,750 (Gregory) and \$81,000 (Sequeira). "The New Cast" presented these data in table form. A copy of that table is inserted in the space below:

<u>Name</u>	<u>Year Began</u>	<u>Starting Salary</u>
Gregory, Brian	2004-2005	\$79,750
Haggard, Dana	2006-2007	\$78,000
Sequeira, Jennifer	2004-2005	\$81,000

Investigators at usmpride.com visited the Bureau of Labor Statistics homepage and retrieved some cost-of-living data. These were used to convert the 2006 offer to Haggard into a 2004 dollar amount, so that it can be more meaningfully compared to the 2004 offers made to Gregory and Sequeira. Those figures, along with other information, are presented below (USNWR Tier Classification in brackets):

<u>Name</u>	<u>Year Began</u>	<u>Inflation-Adj Starting Salary</u>	<u>PhD Source</u>
Gregory, B.	2004-2005	\$79,750	Auburn U. [II]
Haggard, D.	2006-2007	\$73,170	U. of Missouri [II]
Sequeira, J.	2004-2005	\$81,000	U. Texas, Arlington [IV]

The table above highlights the difference in the quality of the starting offers made to the three management professors. Researchers at usmpride.com remain somewhat confused as to how the starting offers in the Management unit seem to be moving downward, at least over the past three years. Something else must be at work in these details. Look for more reports in the future.