

Salary review 2026

Different review models depending on whether the employee belongs to a staff organisation or not

In connection with the salary review, all managers must have a salary-setting dialogue or salary dialogue with every employee. Salary-setting dialogues are held with members of Saco (the Swedish Confederation of Professional Associations), employees who are not members of a trade union and those members of OFR/ST the Public Employees' Negotiation Council (the Union of Civil Servants) who so wish. Salary dialogues are held with members of Seko (the Union for Service and Communication Employees) and members of OFR/ST who prefer that their salary be decided through traditional negotiations.

Salary-setting dialogue

For the salary-setting dialogue, the manager and the employee meet for two dialogues. The first dialogue covers performance, assessment and the current salary. The second dialogue is a follow-up where the manager presents their proposal for a new salary. If the manager and the employee agree, they both confirm the new salary during the meeting. The employee will receive the form *Överenskommelse om ny lön* (*Agreement on new salary*) which I sent out by email from Primula.

If the employee wants some time to reflect on the proposal, they can respond to the agreement within a few days.

Saco members and members of OFR/ST who wish to take part in the salary-setting dialogue have the option of declaring themselves not in agreement with the proposal. The question of a new salary is then deferred to negotiations between Saco respectively OFR/ST and the salary setting manager and the Division of Human Resources. During the negotiation, it will be determined whether the assessment has been properly carried out and no formal mistakes have been made. After the negotiation, the respective manager notifies the new salary to his/her employees. If an employee does not wish to take part in the salary-setting dialogue, the head of department or equivalent will determine the new salary.

Employees who are not members of trade unions cannot negotiate their salaries – the employer alone decides the new salary for non-members.

Traditional negotiations

Traditional negotiations involve a salary appraisal between manager and employee; only performance and the current salary level are discussed. The new salary will then be decided in traditional negotiations between the employer (line manager supported by the Division of HR) and OFR/ST and Seko respectively.

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When the negotiations have been concluded, the line manager is responsible for informing their staff of the result, i.e. the new salary.

Dialogue content and necessary preparations

The topics of both the salary-setting dialogue and the salary dialogue are the employee's work performance, the objectives they have met and the current salary level. The purpose of the dialogue is for the employee to understand on what grounds their salary is set and what they can do to affect their salary development. A satisfactory dialogue requires that both employee and manager prepare by thinking about how the employee has performed in relation to overall and individual objectives during the past year.

At SLU there are salary criteria for research, teaching, environmental monitoring and assessment, clinical work, manager with staff management responsibilities, technical work and administrative work. Some criteria are used for all staff categories, but are listed for each category. The salary criteria will be used as support and discussion material during the preparation and during the dialogue.

The criteria can be weighted differently depending on the employee's tasks and the operation's objectives. For example, the ability to collaborate may be crucial for some activities whereas the ability to initiate and assess is more important for others. If a department or division decides to weight the criteria differently, the employees should be informed of this as early as possible during the review process. All employees must be aware of what their performance will be weighted against during the next salary review.

What characterises a good dialogue?

A good dialogue must be booked well in advance and well prepared by both parties, regardless of whether it is a salary-setting dialogue or a salary dialogue, and is characterised by the following:

- A mutual dialogue where both parties get to speak.
- The employee is given the opportunity to provide feedback on the manager's assessment.
- The manager clearly motivates the assessment of performance and salary that has been made.
- Clear information from the manager regarding what the employee needs to improve or develop to affect their salary development positively.

This document has been drafted by the Division of Human Resources together with SLU's staff organisations (Saco-S, Seko and OFR/ST). It is intended as support material for managers and employees before and during the salary-setting dialogue or salary dialogue.