



2018 QP Salary Survey

Part 1 Regular Employee Results

Section 3: Salary by Six Sigma Training

Six Sigma Satisfies

FIGURE 1

Salary by Six Sigma training

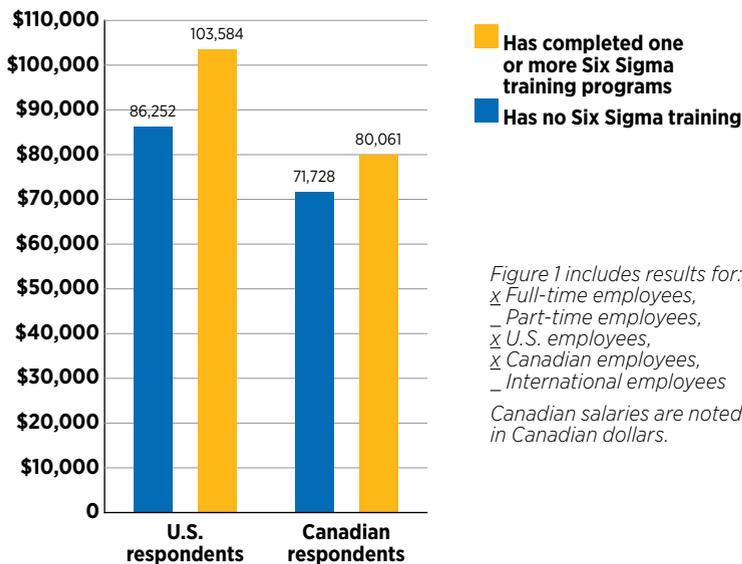


Figure 1 includes results for:
x Full-time employees,
_ Part-time employees,
x U.S. employees,
x Canadian employees,
_ International employees
Canadian salaries are noted in Canadian dollars.

Early in this year's report, we pointed out the high rate of satisfaction reported by those in Six Sigma organizations. Of professionals who believed their organizations had successfully implemented Six Sigma as a new quality method, 87.2% reported that the implementation had exerted a positive impact on their job satisfaction, as shown in Table 4 (p. 20) of that opening article "Influential and Impactful."

Respondents' comments suggested that they found a sense of pride in the higher quality of their work, and the Six Sigma tool set gave them more and smarter ways to respond to problems and continually improve their processes.

As this section shows, there's another reason for many of those folks to be happy: Those who complete Six Sigma training on the way to helping their organizations improve see more dollars every payday.

As Figure 1 shows, U.S. respondents who've completed any Six Sigma training earned \$17,332 more on average than those without Six Sigma

training. For Canadian respondents that difference is \$8,333.

Figure 2 (U.S. and Canadian respondents combined and expressed in U.S. dollars), shows a four-year history of average salaries by the highest level of Six Sigma training attained. The stair-step pattern of ascending earnings for higher levels of training is clear—up through the Master Black Belt (MBB). After that, where the numbers of respondents are smaller, it's less clear.

The stairstep pattern is also less clear in Canada, where the numbers are relatively small at all levels. In the United States, there's a hefty salary boost for those who take the MBB level of training. In this year's data, the premium for MBBs over holders of the Black Belt (BB) is \$24,539 (\$134,981 vs. \$110,442). Similarly, the BBs bring a healthy premium over Green Belts (GB) (\$12,993). Due to the small number of respondents who have completed the champion and executive levels of training, they aren't considered in this year's analysis.

Table 2 (p. 43) breaks down salaries by Six Sigma training and job title for full-time professionals in the United States and Canada. Along with the average salary in each box, the

MONEY TALKS

In your opinion, where are the best areas of growth for quality professionals?

“Six Sigma—hands down. It's where I myself intend to be.”

Kevin Manglos
Lead supplier quality professional
General Electric Aviation
Detroit



TABLE 1

Salary increases with successive levels of Six Sigma training

	2015	2016	2017	2018
Master Black Belt (3.6%)	\$24,653	\$24,941	\$34,354	\$24,539
Black Belt (17.2%)	11,967	11,728	12,494	12,993
Green Belt (23.8%)	5,921	10,120	8,524	10,184
Yellow Belt (7.6%)	3,619	303	1,971	569
None (48.3%)	—	—	—	—

Table 1 includes results for: x Full-time employees, _ Part-time employees, x U.S. employees, x Canadian employees, _ International employees

Canadian salaries are noted in Canadian dollars. Numbers in parentheses following the training levels indicate the percentage of respondents.



TABLE 2

Salary by Six Sigma training for job titles, U.S. and Canadian respondents

	None	Yellow Belt	Green Belt	Black Belt	Master Black Belt	Champion	Executive
All respondents	\$86,380 ^{1,876}	\$87,038 ²⁹⁹	\$98,073 ⁹⁴⁵	\$111,938 ⁶⁸⁰	\$138,849 ¹⁴²	\$125,378 ²⁷	\$143,068 ¹⁷
Analyst	66,743 ⁶²	71,526 ¹⁰	72,765 ³⁴	78,775 ¹⁹	n = 1	—	—
Associate	53,445 ⁵¹	57,920 ⁵	74,184 ⁵	—	—	—	—
Auditor	77,703 ⁹⁷	72,140 ¹⁷	87,643 ²¹	91,889 ⁹	n = 1	110,000 ²	n = 1
Black Belt	—	—	n = 1	114,786 ⁶⁵	122,625 ⁴	n = 1	—
Calibration technician	51,575 ¹²	n = 1	49,500 ²	—	—	—	—
Champion	—	—	—	n = 1	—	n = 1	—
Consultant	106,124 ³³	123,167 ³	105,953 ¹⁷	109,287 ²⁶	263,333 ³	n = 1	—
Coordinator	55,349 ⁶³	54,286 ⁷	63,300 ¹⁸	71,367 ⁵	n = 1	—	—
Director	124,864 ¹⁵⁸	127,965 ²⁸	139,070 ⁶⁹	142,925 ⁸⁵	147,829 ²⁵	153,167 ⁶	145,608 ⁷
Educator/instructor	93,786 ¹⁴	n = 1	62,890 ⁴	77,906 ⁸	111,250 ⁴	—	n = 1
Green Belt	88,667 ³	n = 1	78,908 ²²	66,667 ³	—	—	—
Inspector	54,113 ⁷⁴	51,000 ⁶	50,663 ²	—	n = 1	—	—
Manager	94,095 ⁴⁹⁸	97,042 ⁸⁰	106,348 ²⁹⁶	111,538 ²⁰⁷	120,856 ²⁵	129,444 ⁹	126,667 ³
Master Black Belt	—	—	—	144,600 ²	137,113 ⁴³	—	n = 1
Other	60,277 ¹⁹	55,287 ⁴	72,967 ³	88,750 ⁴	313,833 ³	—	—
Process/manufacturing/project engineer	79,718 ²⁹	98,082 ¹¹	92,887 ³¹	98,054 ³⁶	123,333 ³	n = 1	—
Quality engineer	81,915 ²⁹⁹	81,099 ⁴¹	87,558 ²²³	95,357 ¹⁰⁶	128,833 ⁶	94,375 ²	n = 1
Reliability/safety engineer	114,755 ¹⁰	94,000 ⁵	121,416 ¹³	115,063 ¹³	147,500 ²	—	—
Software quality engineer	111,966 ²²	108,367 ⁵	115,200 ⁶	103,268 ⁵	—	—	—
Specialist	78,094 ¹⁵¹	80,540 ²⁹	76,950 ⁴⁰	92,063 ¹⁶	119,667 ³	68,680 ²	—
Statistician	135,933 ¹⁰	n = 1	117,000 ²	128,604 ⁷	157,921 ²	—	—
Supervisor	77,084 ⁸²	76,120 ¹⁷	86,676 ²²	80,459 ⁷	94,870 ²	—	—
Supplier quality engineer/professional	90,548 ³⁹	91,585 ¹⁰	92,167 ⁶⁴	100,550 ³⁰	99,813 ⁴	n = 1	—
Technician	54,659 ¹⁰⁵	46,440 ¹⁴	51,729 ²⁸	n = 1	—	—	—
Vice president/executive	168,116 ⁴⁵	94,067 ³	192,522 ²²	185,772 ²⁵	164,187 ⁹	n = 1	176,633 ³

Table 2 includes results for: χ Full-time employees, $_$ Part-time employees, χ U.S. employees, χ Canadian employees, $_$ International employees

n = 1 indicates that data in a cell are from a single respondent and were suppressed to shield personally identifiable information.

All rows for which no cell had data from more than one respondent have been suppressed to shield personally identifiable information.

Superscript numbers denote the number of respondents.

Note: Because U.S. and Canadian salaries are being viewed together, Canadian salaries have been converted to U.S. dollars using the exchange rate in effect July 1, 2018.

superscripted number shtows how many respondents fit in that category. The table shows that even when viewed by individual job title, pay strongly tends to increase with higher levels of Six Sigma training.

The difference is small for Yellow Belts when compared to not having any Six Sigma training, or is even negative, as shown in the large blocks in the auditor and quality engineer job titles. When we look at GBs, though, the picture is different. Those who've attained the GB earn more than those without Six Sigma training for every job title for which we received more than 100 responses, the only exceptions being the specialist and technician job titles.



Of professionals who believed their organizations had successfully implemented Six Sigma as a new quality method, 87.2% reported that the implementation had exerted a positive impact on their job satisfaction.

FIGURE 2

Salary by highest level of Six Sigma training for U.S. and Canadian respondents

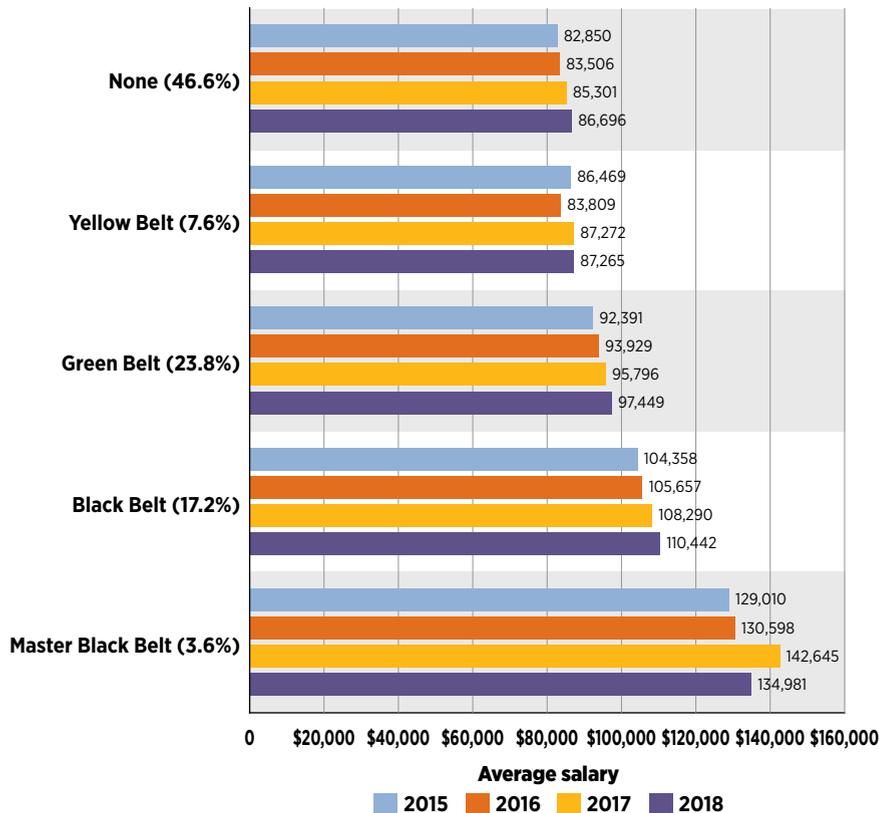


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