

**TABLE 10**  
**Applied Psychology--Industrial/Organizational**  
**Doctoral-level, 11-12-month Salaries for Selected Settings: 1999**

| <b>Setting and Experience</b> | <b>Median</b> | <b>Q1</b> | <b>Q3</b> | <b>Mean</b> | <b>SD</b> | <b>N</b> |
|-------------------------------|---------------|-----------|-----------|-------------|-----------|----------|
| <b>Consulting Firm</b>        |               |           |           |             |           |          |
| 2 - 4 years                   | 56,000        | 53,750    | 65,750    | 59,111      | 8,433     | 9        |
| 5 - 9 years                   | 95,000        | 90,000    | 110,000   | 101,222     | 28,146    | 9        |
| 15 - 19 years                 | 95,000        | 91,500    | 132,500   | 109,000     | 24,176    | 5        |
| 20 - 24 years                 | 147,000       | 135,500   | 232,500   | 180,200     | 62,239    | 5        |
| 25 - 29 years                 | 150,000       | 107,750   | 200,000   | 149,111     | 50,481    | 9        |
| 30 + years                    | 100,000       | 62,250    | 137,500   | 107,800     | 87,859    | 5        |
| <b>Business/Industry</b>      |               |           |           |             |           |          |
| 2 - 4 years                   | 70,000        | 63,750    | 77,000    | 70,200      | 8,075     | 5        |
| 5 - 9 years                   | 87,000        | 71,250    | 94,250    | 84,000      | 14,110    | 12       |
| 10 - 14 years                 | 67,000        | 48,000    | 91,750    | 65,200      | 33,492    | 5        |
| 15 - 19 years                 | 106,500       | 84,000    | 170,000   | 123,167     | 50,653    | 6        |

**Source: 1999 Salaries in Psychology. Research Office, American Psychological Association. 2000.**