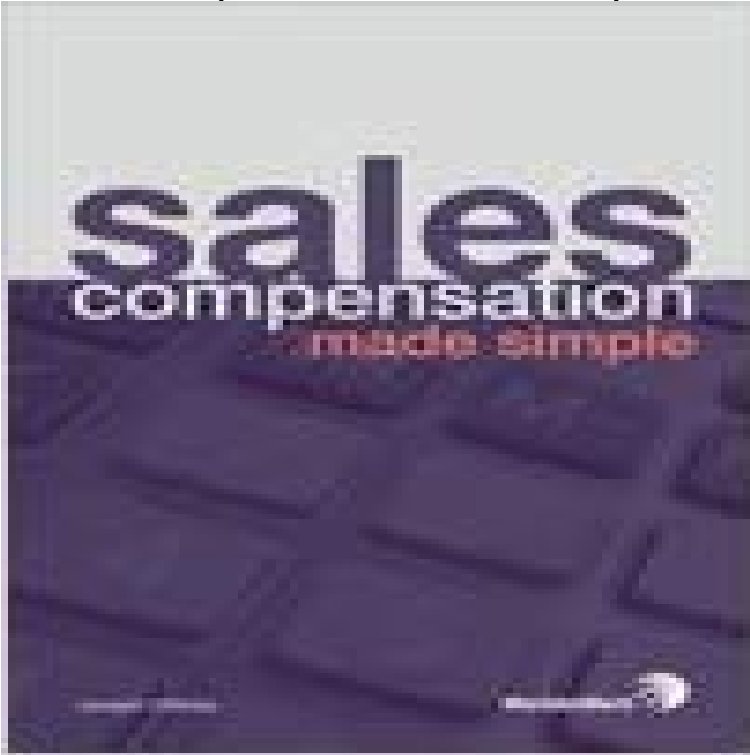


Sales Compensation Made Simple



Today's sales organizations are multifaceted and require multiple sales jobs with different responsibilities coupled with intricate forms of measurement and compensation. Accordingly, complex systems are required to help manage these organizations, and many companies struggle with the basic tenets of how to motivate and reward a sales organization. In *Sales Compensation Made Simple*, Joseph DiMisa shares what he has learned after 10 years on the consulting side. From interactions and observations about how sales organizations do - and don't - work to concepts, process charts and graphics, readers gain an insider's look into sales compensation design. Designed for audiences who need a basic understanding of sales compensation design, DiMisa provides quick access to key questions that will bring readers up to speed to confidently participate in discussions, knowledgeably ask questions and bring insight to the plan design critique.

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