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| 1. | Record Nr. | UNINA990009817740403321 |
| | Titolo | Magnesium Technology 2011 [Risorsa elettronica] : proceedings of a symposium sponsored by the Magnesium Committee of the Light Metals Division of The Minerals, Metals & Materials Society (TMS) : held during the TMS 2011 Annual Meeting & Exhibition, San Diego, California, USA, February 27-March 3, 2011 / edited by Wim H. Sillekens, Sean R. Agnew, Neale R. Neelameggham, Suveen N. Mathaudhu |
| | Pubbl/distr/stampa | Hoboken, N.J. : Wiley-TMS, 2011 |
| | ISBN | 9781118062029 |
| | Lingua di pubblicazione | Inglese |
| | Formato | Risorsa elettronica |
| | Livello bibliografico | Monografia |
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| 2. | Record Nr. | UNINA9910785418303321 |
| | Autore | Seltzer Richard, Ph. D. |
| | Titolo | Getting a cut [[electronic resource]] : a contextual understanding of commission systems / / Richard Seltzer and Holona LeAnne Ochs |
| | Pubbl/distr/stampa | Lanham, MD, : Lexington Books, c2010 |
| | ISBN | 1-282-82009-5
9786612820090
0-7391-4441-3 |
| | Descrizione fisica | 1 online resource (165 p.) |
| | Altri autori (Persone) | OchsHolona LeAnne |
| | Disciplina | 331.2/164 |
| | Soggetti | Wage payment systems
Bonus system
Commission merchants |
| | Lingua di pubblicazione | Inglese |
| | Formato | Materiale a stampa |
| | Livello bibliografico | Monografia |
| | Note generali | Description based upon print version of record. |
| | Nota di bibliografia | Includes bibliographical references and index. |
| | Nota di contenuto | Contents; Preface; Introduction; Chapter 01. Travel; Chapter 02. Financial Services; Chapter 03. Realty; Chapter 04. Agents; Chapter 05. |

Direct Marketing; Chapter 06. Clothes, Jewelry, and Cosmetics; Chapter 07. Electronics; Chapter 08. Auto Parts, Sales, and Service; Chapter 09. Miscellaneous; Conclusions; References; Index; About the Authors

Sommario/riassunto

Getting a Cut provides a perspective on nonstandard compensation that demonstrates the process by which commissions impact the experiences of workers. Understanding this under-researched perspective reveals a great deal about the process by which the interaction of structure, culture, and craft that define management practices shape the experiences of the sales force and have the potential to enhance organizational performance.
