1. 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 Lanham, MD,: Lexington Books, c2010 Pubbl/distr/stampa **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 Description based upon print version of record. Note generali Includes bibliographical references and index. Nota di bibliografia 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.