

1. Record Nr.	UNINA9910955458203321
Autore	Colletti Jerome A
Titolo	Compensating new sales roles : how to design rewards that work in today's selling environment / / Jerome A. Colletti, Mary S. Fiss
Pubbl/distr/stampa	New York, : AMACOM, c2001
ISBN	9780814426203 0814426204
Edizione	[2nd ed.]
Descrizione fisica	1 online resource (443 pages)
Altri autori (Persone)	FissMary S
Disciplina	658.3/22
Soggetti	Sales personnel - Salaries, etc Incentives in industry Compensation management Electronic books.
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 (p. 397-399) and index.
Nota di contenuto	Preliminaries; CONTENTS; Chapter 1 Why Your Company Requires New Sales Roles; Chapter 2 Why Sales Compensation Plans Fail; Chapter 3 How to Adopt New Sales Roles to Win and Retain Satisfied Customers; Chapter 4 A Blueprint for Linking Compensation to New Sales Roles; Chapter 5 What to Expect and How to Measure Success in New Sales Roles; Chapter 6 Designing Compensation Plans for New Sales Roles; Chapter 7 Compensating Telechannel Jobs; Chapter 8 Compensating Sales Support Staff; Chapter 9 Compensating Sellers and Teams for Large Sales; Chapter 10 Compensating Sales Managers and Team Leaders Chapter 11 Tackling Some of the More Challenging Design IssuesChapter 12 How to Introduce Compensation Plans for New Sales Roles; Chapter 13 Evaluating Results under a New Sales Compensation Plan; Chapter 14 Future Challenges; Appendices; Notes; Index
Sommario/riassunto	Now updated to cover the online selling arena--the most comprehensive guide to building an innovative sales compensation plan.