

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.

2. Record Nr.	UNINA9910967627803321
Autore	Cressy David
Titolo	England on edge : crisis and revolution, 1640-1642 // David Cressy
Pubbl/distr/stampa	Oxford ; ; New York, : Oxford University Press, 2006
ISBN	0-19-928090-8 1-280-90598-0 0-19-153581-8 1-4294-9125-6
Descrizione fisica	1 online resource (463 pages)
Collana	Oxford-Warburg studies.
Disciplina	941.06/2
Soggetti	Great Britain History Charles I, 1625-1649 Great Britain History Civil War, 1642-1649 England Civilization 17th century
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; List of Illustrations; List of Maps and Figures; Preliminaries; PART I. CAROLINE DISTEMPERS; PART II. THE GREAT AFFAIRS OF THE CHURCH; PART III. THE NATIONAL CONVERSATION; PART IV. THE ONSET OF CIVIL WAR; Postscript: Why the English Revolution Matters; Chronology; Index
Sommario/riassunto	England on Edge traces the collapse of the government of Charles I, the disintegration of the established church, and the accompanying cultural panic that led to civil war. Focused on the years 1640 to 1642, it examines social and religious turmoil and the emergence of an unrestrained popular press. Hundreds of people not normally seen in historical surveys make appearances here, in a drama much larger than the struggle of king and parliament. - ;England on Edge deals with the collapse of the government of Charles I, the disintegration of the Church of England, and the accompanying cultural pa