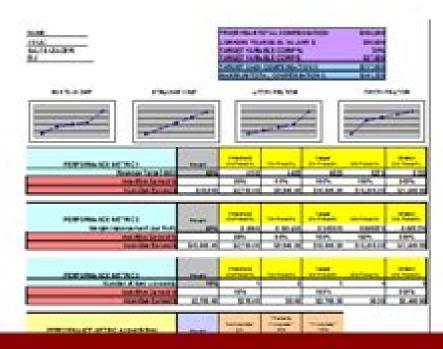
7E. Incentive Compensation Structure Example

- Sales professionals perform best when rewards are directly linked to individual performance
- 3-4 balanced metrics can be used to drive desired results while minimizing dysfunctional behavior



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