

# The Sales Compensation Handbook

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### **Sales Compensation Plan Policies and Guidelines**

Sales managers and compensation professionals alike will find this comprehensive resource a valuable tool for building sales rep productivity." About the Author STOCKTON B. COLT (Los Angeles, CA and Santa Fe, NM) is a principal at Towers Perrin, an internationally known consulting firm in the compensation field.

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American Management Association, 1998. 13 Cichelli, D. Compensating the Sales force.

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