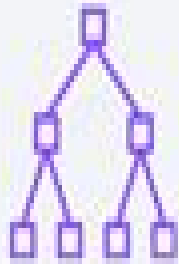


Methods of Setting a Perfect Sales Quota



**Top-Down
Approach**



**Territorial Sales
Forecasting**



**Historical
Performance**



**Blended
Approach**

Sales Quotas An Analytical Approach To Quota Setting

David J. Cichelli



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