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Tony Davis, Maggie Cutt, Neil Flynn, Peter Mowl

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organization in parallel how to identify the aspirational and development needs of potential top performers and how to manage them sensibly This involves using techniques to assess their mindsets behaviours and skills and then providing effective training development and performance management interventions IT is an increasingly important support and enabler of this kind of process and the authors provide guidance on the process and content required for a talent management database There is also a chapter exploring the critical operation role of HR in talent management The book is filled with practical examples and mini case studies to help you apply the various techniques It provides positive practical quidelines to encourage you to implement a suitable talent management programme as well as introducing more advanced aspects of the subject particularly in terms of assessing suitable candidates for this way of managing your organization s The Complete Guide to Sales Force Incentive Compensation Andris A. Zoltners, Prabhakant Sinha, Sally E. Lorimer, 2006 Designing an incentive plan to turn sales reps into sales superstars If you re like most sales leaders your incentive program is a constant challenge as you try to jumpstart sales energize a geographically dispersed and autonomous workforce and motivate salespeople to achieve ambitious revenue goals And sometimes it seems like you just don t know what works your products and markets are changing the incentive program that was so successful last year no longer produces the desired results or perhaps the generous incentive program you created has yielded a corps of highly paid salespeople who spend most of their time on existing clients and minimal time generating new business and threaten to walk away with your customer base if you scale back paychecks Incentive programs are seductively powerful but complicated instruments Without careful planning and implementation they can be too stingy to motivate too complex to understand too guick to reward mediocre results and too difficult to implement But a well designed and implemented incentive program is an essential tool for building a motivated highly effective sales force that delivers the results you need The Complete Guide to Sales Force Incentive Compensation is a practical accessible detailed roadmap to building a compensation system that gets it right by creating motivating incentives that produce positive outcomes Packed with hundreds of real life examples of what works and what doesn t this important guide helps you Understand the value of building an incentive plan that is aligned with your company s goals and culture Avoid the common trap of overusing incentives to solve too many sales management problems Measure the effectiveness of your current incentive program employing easy to use tools and metrics for pinpointing its weak spots Design a compensation plan that attracts and retains successful salespeople including guidelines for determining the correct pay level the best salary incentive mix the proper performance measures and the right performance payout relationship Select an incentive compensation plan that works for your organization then test the plan before it is launched Set territory level goals that are fair and realistic and avoid overpaying the sales force because goals are too easy or demoralizing salespeople by having goals that are too difficult or not fairly assigned Create and manage sales contests SPIFFs Special Performance Incentive for Field Force and recognition programs that consistently deliver the

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