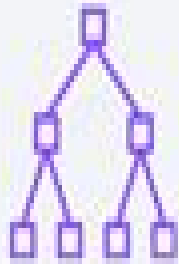


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Approach**



**Territorial Sales  
Forecasting**



**Historical  
Performance**



**Blended  
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# Sales Quotas An Analytical Approach To Quota Setting

**Anthony S. Fauci**



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