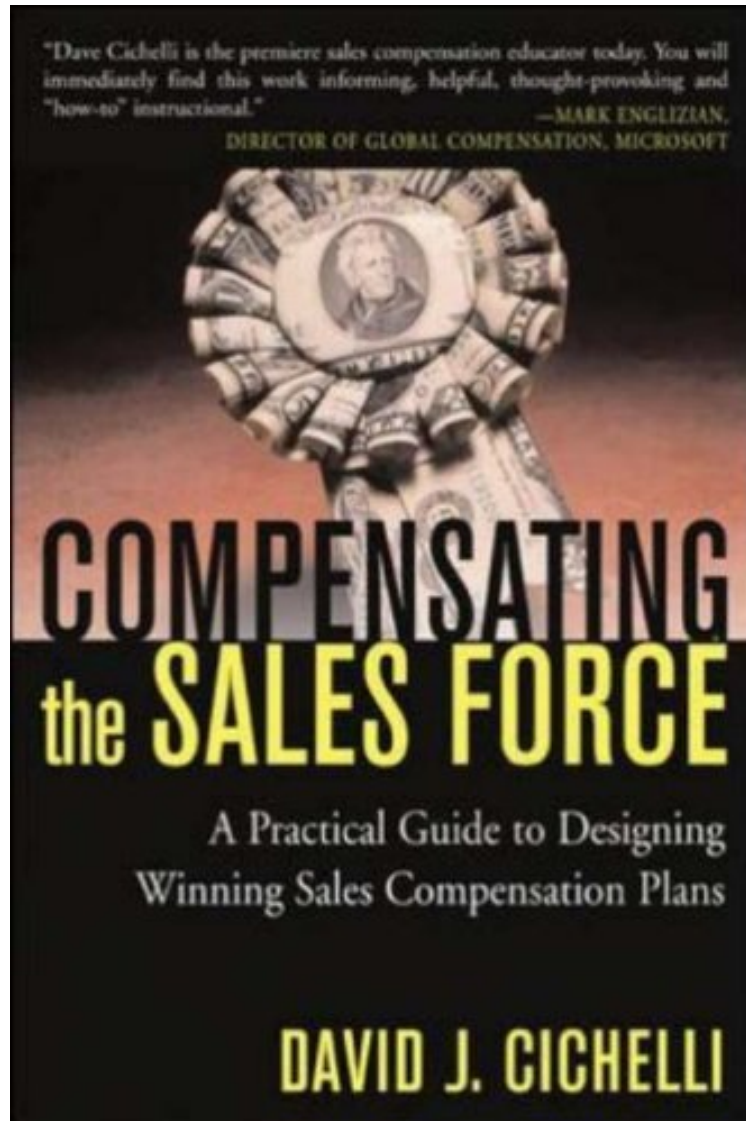


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## Compensating the Sales Force: A Practical Guide to Designing Winning Sales Compensation Plans

David J. Cichelli

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