

Other factors, such as the number of sales, are often used to measure sales. However, sales are generally a global measure of firm performance, and sales are often used to measure the performance of a company's sales force. This makes sales a useful measure of sales performance, but it is not a useful measure of sales force performance. This article is intended to provide a better measure of sales force performance.

Figure 1. A Salesforce Performance Measurement System

Figure 1 is a salesforce performance measurement system. It shows the following components:

1. **Marketing and sales integration:** Marketing and sales are integrated into a single sales force. This allows for better communication between marketing and sales, and for better alignment of marketing and sales goals. This is achieved by having a single sales force that is responsible for both marketing and sales.
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Rana Biary, Mary Ann Howland, Silas W. Smith, Richard S. Weisman, Neal A. Lewin, Lewis R. Goldfrank, Robert S. Hoffman

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