

The duration of a sales forecast can be short, medium or long range.

Relating quotas to technological conditions

Sales by promise

To provide qualitative performance yardstick

Three important aspects of salesforce performance evaluation process involve finding out what happened, finding out why it happened, and Deciding on what to do about it

The major types of quota in an organisation exclude Accruals quota

combination quota is a method that tries to avoid the use of different measuring units to assess different aspects of salesforce performance, but rather considers the average of what salesmen do and how they do them.

Sales-volume quota. Is the oldest and most widely used type of quota system.

The relationship between sales planning and sales evaluation lies primarily in the fact that while the former determines what is to be done, the latter reveals what really was done

Sales forecast is an estimated monetary or sales unit of a product or service that a marketer expects to achieve within a period as specified in a marketing plan.