

Incentive Compensation Examples



Gainsharing

Salespeople receive a share of a company's gains based on their individual performance.



Retention Bonus

Salespeople receive a financial bonus a company – typically calculated as a percentage of their base pay – for staying with the business for a predetermined period.



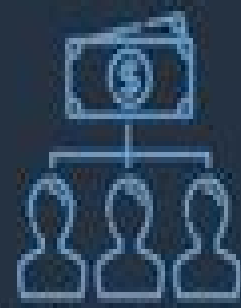
Annual Incentives

Salespeople receive a one-time, lump sum payment on top of a their normal salary for a fiscal year based on how they performed within that time frame.



Spot Awards

Salespeople receive a one-time monetary or non-monetary prize to recognize exceptional performance



Profit Sharing

Salespeople receive a share of a company's profits based on the company's profitability

Management Incentive Compensation Plans

**Andris A. Zoltners, Prabhakant
Sinha, Sally E. Lorimer**



Management Incentive Compensation Plans:

Management Incentive Compensation Plans Stephen A. Butler, Michael Maher, 1986 How to Design and Install Management Incentive Compensation Plans Dale A. Arahood, 1993 **A Study of Management Incentive Compensation Plans** Robert M. Mix, 1952 *The Complete Guide to Sales Force Incentive Compensation* Andris Zoltners, Prabhakant Sinha, Sally Lorimer, 2006-08-07 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 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 quick to reward mediocre results and too difficult to implement 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 or demoralizing salespeople by having difficult goals or not fairly assigned Create and manage sales contests SPIFFs Special Performance Incentive for Field Force and recognition programs that consistently deliver the intended results Manage a successful transition to a new compensation plan and build efficient administration systems to support your plan Filled with ready to use formulas and assessment tools and a wealth of insights from frontline sales managers and executives The Complete Guide to Sales Force Incentive Compensation is your hands on easy to read playbook for crucially important decisions **Designing Effective Incentive Compensation Plans** Sal DiFonzo, 2015-12-15 Drawing on two decades of compensation experience Sal DiFonzo explores how to transition a firm from a traditional discretionary plan to a contemporary structured incentive compensation plan The issues in this process can be complex but DiFonzo simplifies them by taking the reader step by step through the rationale behind creating a structured incentive compensation plan each phase of the creation process and expert strategies for solving the issues that invariably arise with changes to compensation While examples are drawn from the design and construction industry firms from all industries seeking to drive strategy engage employees and achieve success will find this book to be a valuable guide **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 quick 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 intended results Manage a successful transition to a new compensation plan and build efficient administration systems to support your plan Every year corporations spend 200 billion compensating their sales forces with extremely mixed results Make sure every dollar you spend is helping to achieve your goal of creating an empowered effective sales force that drives your company's success Packed with ready to use formulas and assessment tools and a wealth of insights from frontline sales managers and executives The Complete Guide to Sales Force Incentive Compensation is your hands on easy to read playbook for crucially important decisions [Compensation and Motivation](#)

Thomas J. McCoy, 1992 Forward thinking companies are waking up to the fact that compensation is not merely a financial cost but a powerful tool that can boost performance and profits at all levels of the organization Linking psychology and pay is both an art and a science and Compensation and Motivation is the first complete guide to this cutting edge approach For more than fifteen years author Thomas J McCoy has improved the performance of organizations through improving the

performance of their employees In these pages he spells out the details of his innovative Behavior Based Incentive Compensation system BBIC You ll learn why you should replace typical bonus and commission arrangements which usually apply only to executives and sales personnel with performance oriented self funding plans that truly empower every employee And step by step you ll learn how to identify your organization s needs choose the best behavioral and compensation elements to address those needs combine those elements into an incentive plan that will maximize performance and provide the best return for your compensation dollar and your management efforts manage the sometimes difficult transition from fixed to variable compensation balance the use of cash and noncash options link incentive compensation with teamwork and quality improvements such as Total Quality Management for synergistic results and measure your progress using the Total Effectiveness Rating Model GTE Frito Lay Xerox Coming and Vista Chemical are just a few of the corporations that have adopted the BBIC system as an attractive alternative to traditional compensation practices This book includes candid accounts of their experiences information and insights gleaned from McCoy s personal interviews that will help you translate theory into practice as you design and implement your own new compensation plan Compensation and Motivation shows how to apply the proven techniques of behaviorists such as Herzberg Maslow and Skinner without taking your eye off the bottom line Use this pioneering yet practical handbook to make psychological and financial rewards work together at your company perhaps for the first time *Incentive Compensation Plans for Middle Management* ,1982

The Book on Incentive Compensation Management David Kelly,2014-04-10 Making Incentive Compensation Management ICM projects and operations more successful **COMPENSATION MANAGEMENT: Rewarding Performance** S.S. UPADHYAY,2009-12 This book outlines a new way of looking at rewards a holistic approach that uses measurement to determine what an organization actually values in terms of skills knowledge experience and behaviors Further it analyzes the impact of the broad spectrum of reward programs pay benefits and careers on human capital and in turn on an organization s profitability It discusses variable pay programmes competency models to employee reward talent management for business optimization compensation in Not For Profit Organizations designing the annual management incentive plan etc

Wall Street and the Financial Crisis United States. Congress. Senate. Committee on Homeland Security and Governmental Affairs. Permanent Subcommittee on Investigations,2010 Congressional Record United States. Congress,1969 Women Scientists and Engineers Employed in Industry National Research Council,Policy and Global Affairs,Office of Scientific and Engineering Personnel,Committee on Women in Science and Engineering,1994-02-01 This book based on a conference examines both quantitative and qualitative evidence regarding the low employment of women scientists and engineers in the industrial work force of the United States as well as corporate responses to this underparticipation It addresses the statistics underlying the question Why so few and assesses issues related to the working environment and attrition of women professionals Bankruptcy and Insolvency Accounting, Volume 1 Grant W.

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