

# Chapter 7

## Salesman's Compensation and Motivation

# Salemsans Compensation Volume 1

**John Houston Merrill, Thomas Johnson  
Michie, Charles Frederic Williams, David  
Shephard Garland**

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*Salesmen's Compensation* Harry R. Tosdal, Waller Carson Jr., 2008-05-01 A study of the problems of compensation of salesmen Originally published by Harvard University      *Salesman's Compensation* Harry Rudolph Tosdal, 1953

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