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Business Analytics software

Managing sales incentive compensation with spreadsheets is asking for trouble.

Understand why automation is not optional. Read "[The Value of Technology in Managing Sales Incentive Compensation.](#)"

It is time to add sales incentive compensation management to your roster of finance responsibilities. Like your other key finance processes, it needs to be automated to be successful.

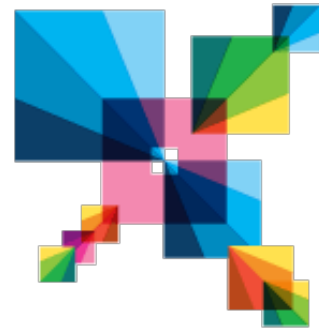
Read this installment of "[Conversations on Incentive Compensation](#)" to learn why. It offers clear reasoning and practical insight about:

- Why finance needs to be involved in sales compensation management.
- Specific problems that make spreadsheets wrong for the task.
- Six signs that you should automate your compensation management processes.
- The most likely reason sales will resist, and how to answer that objection.

Get all the details today. Download and read "[The Value of Technology in Managing Sales Incentive Compensation.](#)"



[Download and read it today.](#)



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