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Business Analytics software

## Learn how to support complex sales without raising costs.

Read "Conversations on Incentive Compensation: Addressing the conflict and bridging the gap."

Let us be honest. When it comes to cost-effective, strategically sound sales compensation, finance is in a bind.

You know it is necessary to encourage complex sales, such as bundled offerings, multi-year contracts and cross-selling. But these kinds of offerings make it harder for finance to understand and control sales compensation plans.

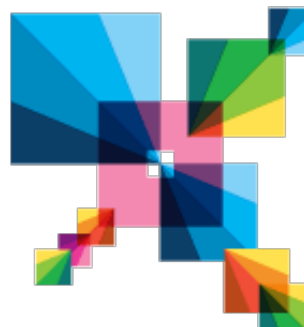
[Read this brief](#) and learn how to strike the right sales incentive balance. It sheds light on topics that include:

- The role of communication between sales and finance.
- The value of finding common strategic ground.
- Which incentive compensation management software solutions can help.

**Sophisticated selling requires equally sophisticated compensation management solutions. [Read this white paper](#) for solid thinking about how to strike the right balance.**



[Download and read this white paper today.](#)



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