

Sales Incentive Plans

Ensure your incentive programs are competitive.

Understand how features such as eligibility, performance measures, timing, payout and governance will help you design and structure the best sales incentive plans for your company.



Choose from a selection of reports that provide country statistics!

This is the perfect partner to:
Incentives Around the World



TAAP+ bonus

TAAP+ subscribers have access to all 18 Sales Incentive Plans reports and more!

What's included?

- Sales function profile
- Plan design
- Quotas and performance measures
- Plan mechanics
- Beyond the sales plan

This product can help you:

- Structure a competitive sales incentive plan within your company.
- Understand key features of sales incentives plans typically provided in your markets of operation.

Buy Now

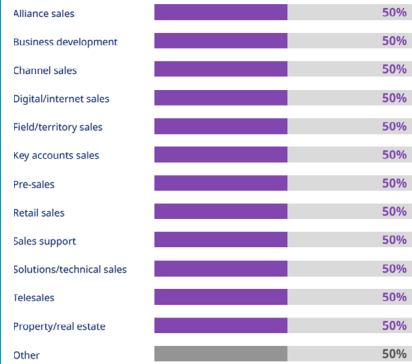
**Single Market
Sample**

Take a closer look...

Single market PDF

Sales function profile

Which sales functions exist in organizations?



What is expected to happen to the size of the sales force in the next 12 months?

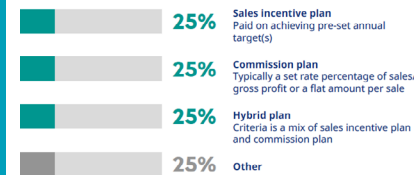


N=25

Plan design

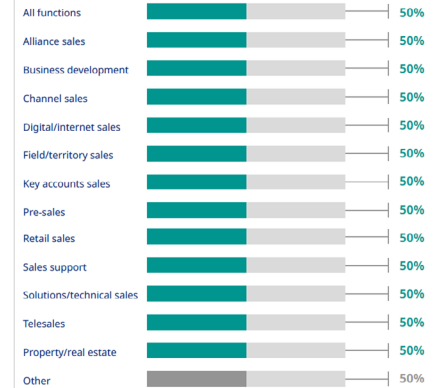
Plan type

Which category best describes the sales plan?



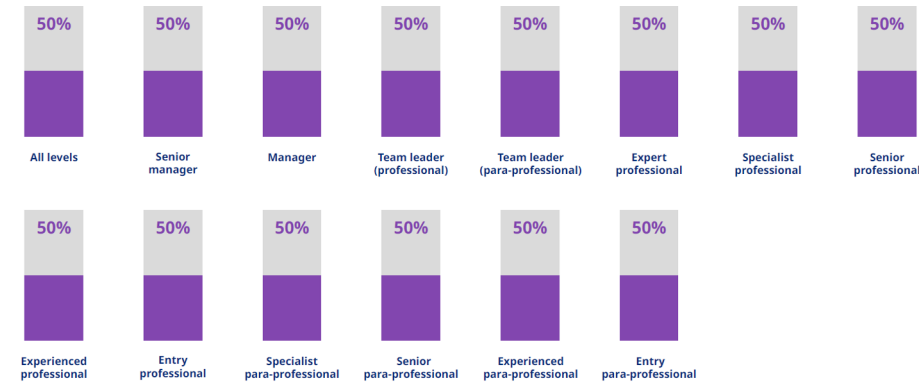
N=66 plans from 25 organizations

Which sales functions are covered under a sales incentive plan?



Sales function profile

Which career levels are covered under a sales incentive plan?



N=66 plans from 25 organizations

Plan design

Sales roles and focus

What is the proportion of effort spent on each sales role?



N=62 plans from 24 organizations

With what types of customer does the sales force engage?



N=62 plans from 24 organizations

Sales Incentive Plans

Current release: November 2022

Current release pricing

	USD	EUR
Argentina	1,000	850
Brazil	1,000	850
Canada	1,000	850
China	1,000	850
France	1,000	850
Germany	1,000	850
Hong Kong	1,000	850
India	1,000	850
Italy	1,000	850
Japan	1,000	850
Mexico	1,000	850
Netherlands	1,000	850
Poland	1,000	850
Singapore	1,000	850
Spain	1,000	850
Sweden	1,000	850
United Kingdom	1,000	850
United States	1,000	850

Market coverage

Single market PDF reports available for select markets.

Pricing note

The base price is USD; EUR prices may differ in the [Mercer Shop](#) due to currency changes. Price is determined at the time of purchase for all Mercer Shop orders.