

SALES PERFORMANCE MANAGEMENT

GLOSSARY OF TERMS

Sales Performance Management (SPM) includes key processes involved with the planning and management of sales teams and team members to improve their ability to sell products or services. **Key Components Include:**



Incentive Compensation Management (ICM)



Quota/Territory Management



Sales Lifecycle Processes



Coaching and Performance Management

FREE ONLINE INTERACTIVE VISUAL

Learn more by checking out our free interactive explanation of each of the components above by using an easy-to-understand example scenario.

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