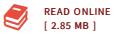




Development of a Key Performance Indicator System for Sales Organizations

By Luigi Bossio

GRIN Verlag. Paperback. Condition: New. 52 pages. Dimensions: 8.3in. x 5.8in. x 0.1in.Scholarly Research Paper from the year 2013 in the subject Business economics - Controlling, grade: -, University of Cooperative Education Stuttgart, language: English, abstract: For every sales organization it is important to understand how their business is running in order to manage it. The management needs significant data in order to pursue their targets and take the right decisions. Appropriate controlling methods in order to better understand running businesses are the issues of KPIs and KPI systems. The thesis picks up the issue of KPI systems in order to develop a KPI system which is tailored on the economic reality by illustrating basic comprehension about KPI systems as well as by introducing a sales-related KPI system. This item ships from multiple locations. Your book may arrive from Roseburg, OR, La Vergne, TN. Paperback.



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