



	incentive	sales_perfor mance	experience	var
1	1.00	3.00	5.00	
2	1.00	1.00	2.00	
3	1.00	5.00	6.00	
4	1.00	2.00	4.00	
5	1.00	2.00	3.00	
6	1.00	2.00	5.00	
7	1.00	7.00	11.00	
8	1.00	2.00	4.00	
9	2.00	7.00	10.00	
10	2.00	5.00	7.00	
11	2.00	3.00	6.00	
12	2.00	5.00	7.00	

Figure 14.5