Table 14.5

Incentive	Sales performance	Experience
Commission only	3	5
	1	3
	5	6
	2	4
	2	3
	2	5
	7	11
	2	4
Salaried	7	10
	5	7
	3	6
	5	7
	4	7
	7	11
	6	9
	4	7
Mixed	9	12
	2	3
	6	8
	3	5
	4	7
	4	8
	4	7
	6	5
	4	6
	6	10
	2	3
	8	11
	5	6