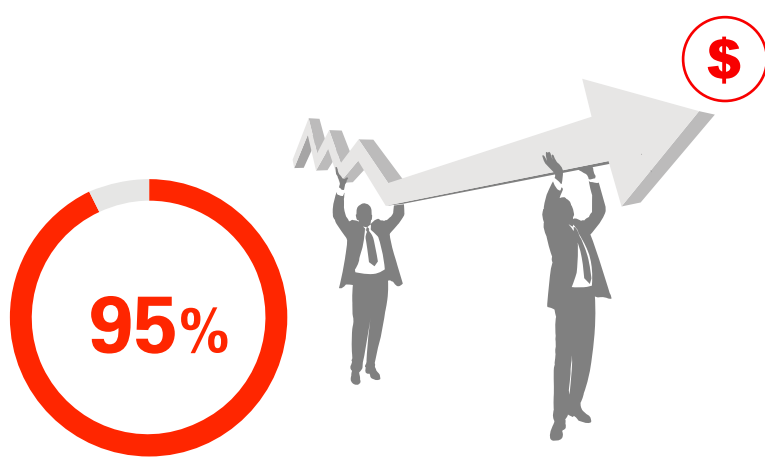


ORACLE MODERN BEST PRACTICE

Sales Performance Management

CURRENT REALITY: TARGETS ARE OUT OF REACH



of Chief Sales Officers (CSOs) reported higher revenue targets¹



of CSOs are not very confident they can reach revenue targets²

CAN YOUR SALES STRATEGY ADAPT TO MARKET CHANGES?

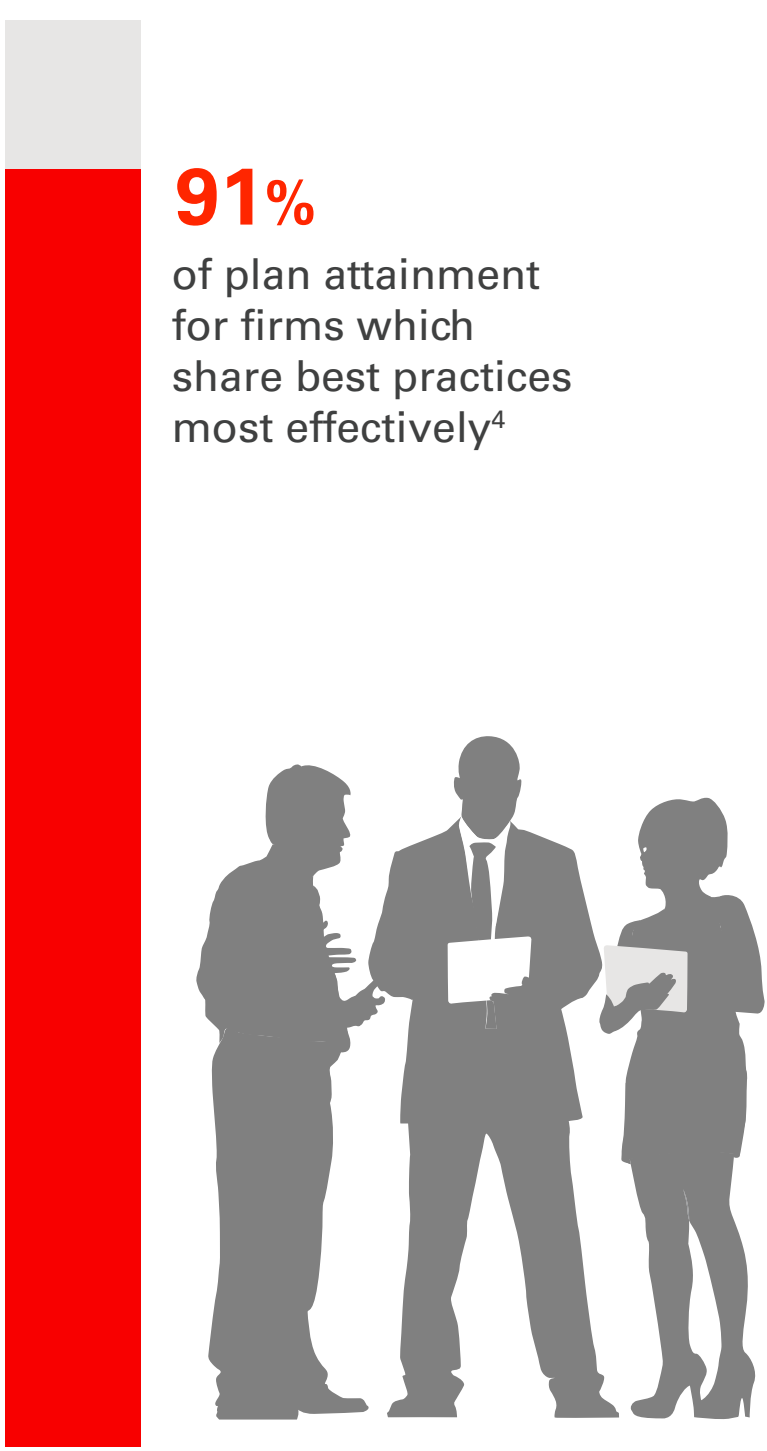
With changes in competitive landscapes, customer control / demands, product complexity, and shorter time-to-market, sales strategies need adjusting. But...



of sales organizations struggle to adapt their sales processes to market changes³

MODERN BEST PRACTICE CAN HELP YOU ADAPT STRATEGIES AND DRIVE PERFORMANCE

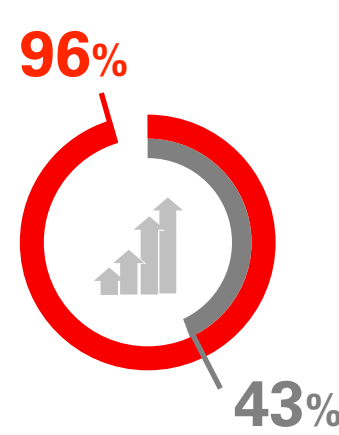
Hit Your Targets



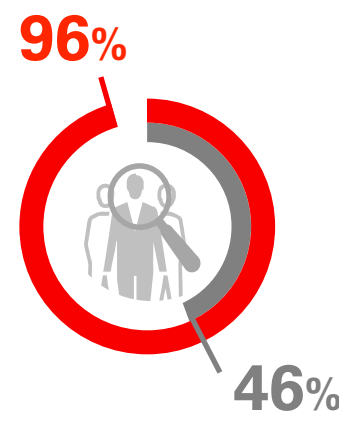
of plan attainment for firms which share best practices most effectively⁴

Improve Performance

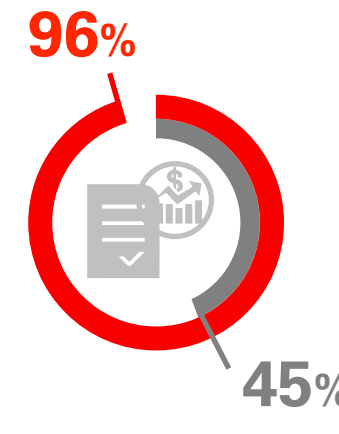
World-Class Companies Vs. All Companies⁵



Have a management team that is highly accountable for their sales teams' continuous improvement



Know why top performers are successful



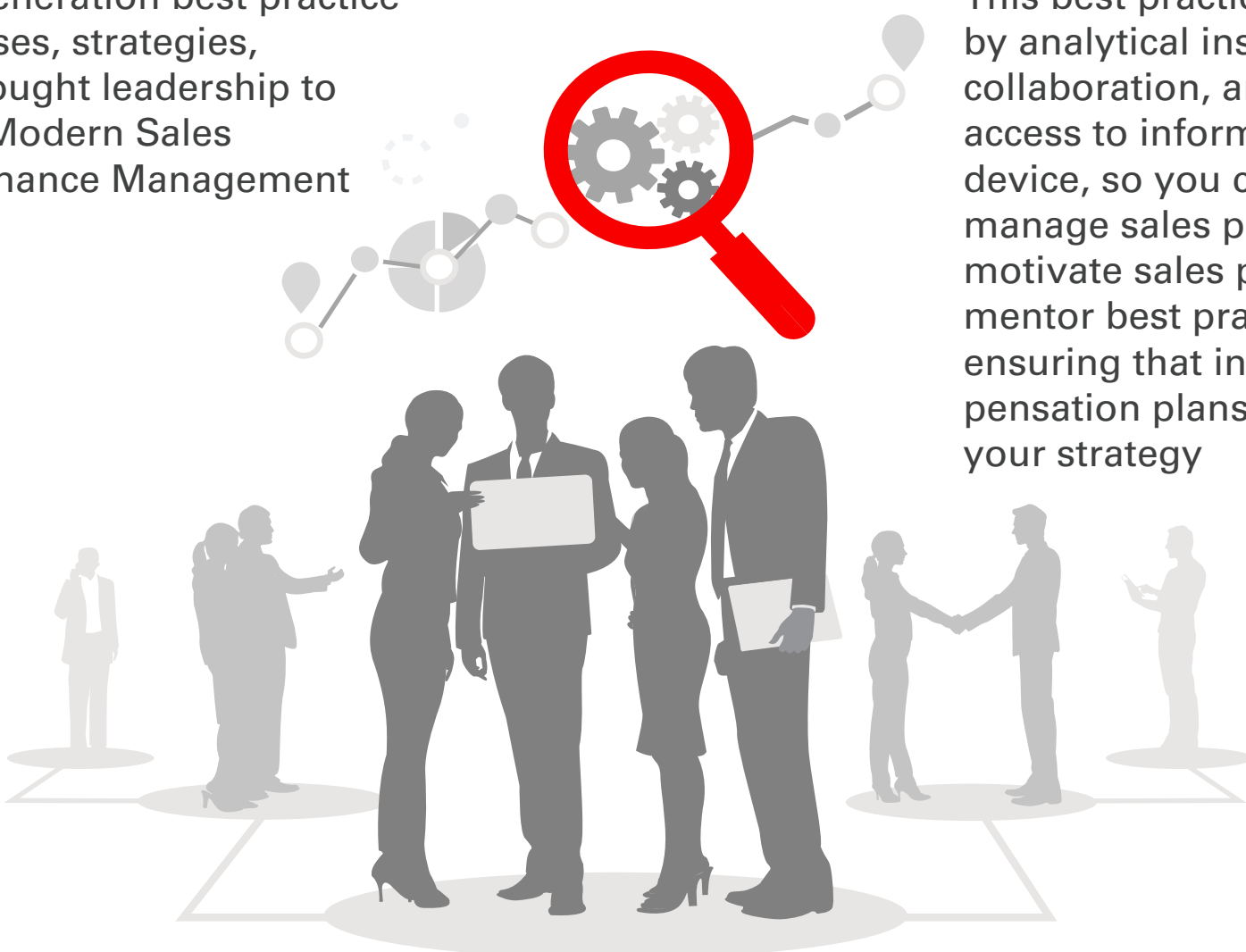
Of best performing companies have sales compensation policies aligned with business objectives

All Companies

World-Class Companies

ORACLE MODERN BEST PRACTICE FOR SALES PERFORMANCE MANAGEMENT

Next generation best practice processes, strategies, and thought leadership to guide Modern Sales Performance Management



This best practice is enabled by analytical insights, social collaboration, and real-time access to information on any device, so you can better manage sales performance, motivate sales people and mentor best practices, while ensuring that incentive compensation plans supports your strategy



Strategy to Execution

Create optimal sales plans by employing analytics and motivating sales with gamification tools



Coaching Plan to Performance

Analyze which sales activities drive performance and use social and mobile integration for regular, contextual coaching



Incentive Plan to Payment

Design incentive plans using embedded analytics and automate updates to financial records to ensure accuracy

GET STARTED



Oracle Modern Best Practice for Sales Performance Management

[1] CSO Insights, "Sales Management and Optimization Study: 2015 Key Trends Analysis" 2015
 [2] Accenture, "Powering Profitable Sales Growth" 2014
 [3] CSO Insights, "Sales Management and Optimization Study: 2015 Key Trends Analysis" 2015
 [4] IBID
 [5] MHI Research Institute, "Decoding the Decision Dynamic, Executive Summary" 2015