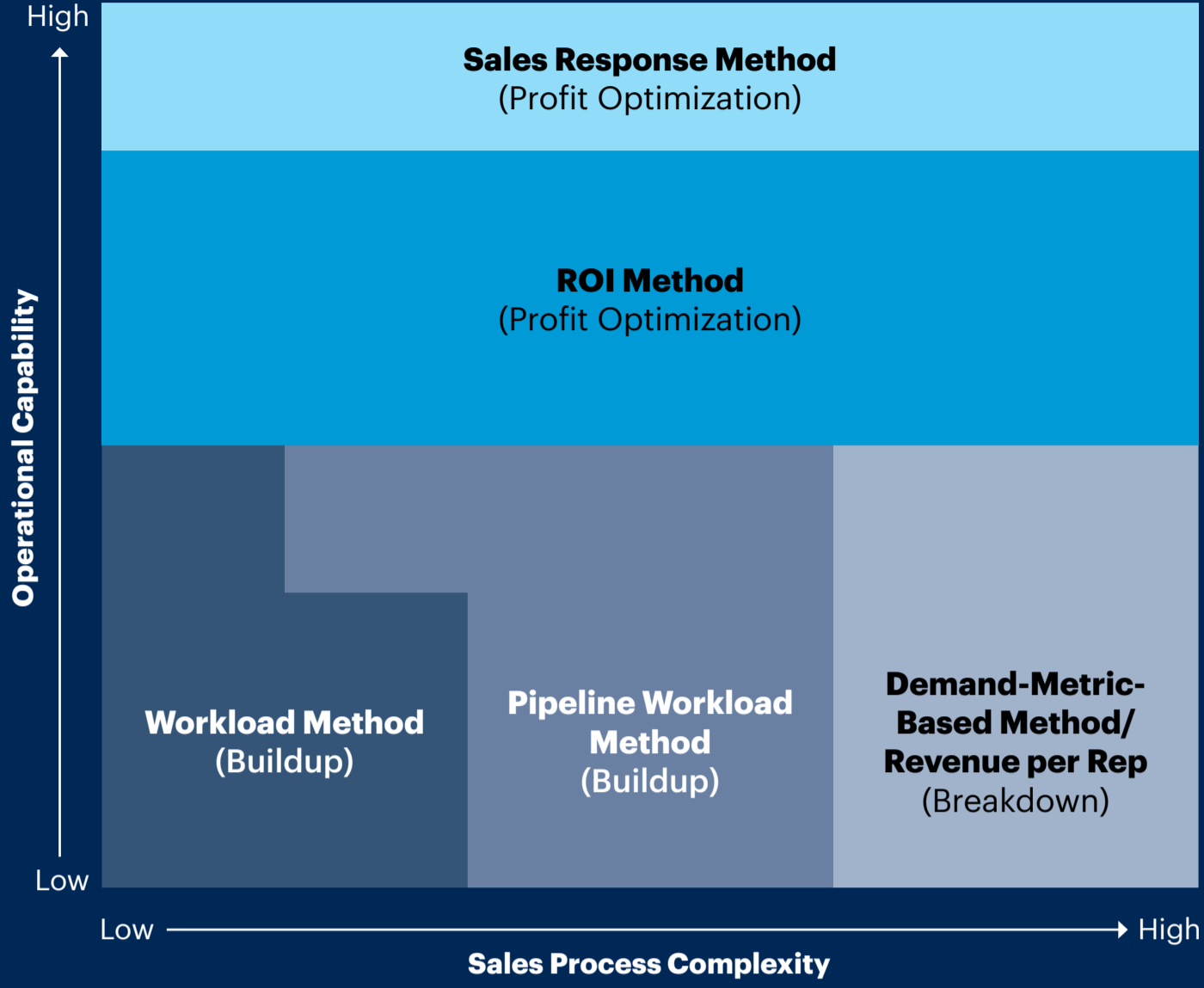


Which Sales Force Sizing Method Is Right for You?

In a time of market disruption, CSOs must redeploy their resources to match changed demand. CSOs should ensure their direct reports adopt suitable methods to rightsize the sales force.

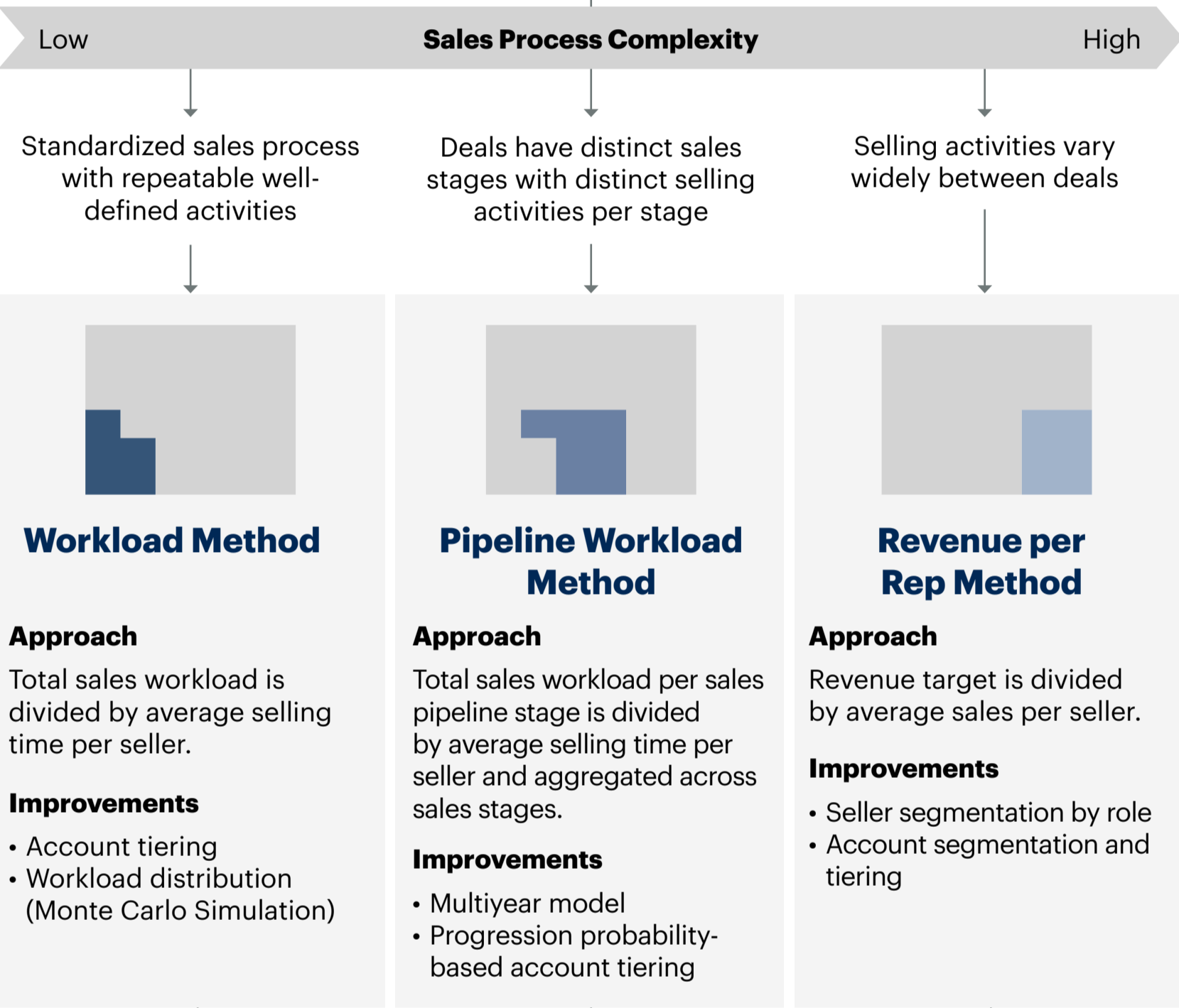
By Abhishek Sengupta

1 Review: Gartner's Sales Force Sizing Method Selection Framework



2 Take Action: Use Gartner's Decision Framework Below to Identify the Sales Force Sizing Methods Suitable for Your Organization, by Answering the Following Questions

a) How would you describe your sales process complexity?



b) How would you describe your operational capability for sales force sizing?

