



NHSc – FLM Business Simulation

Response Curves – Level 2

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Version Control

Version	Date	Comments
1.0	March 3, 2017	Original release
1.1	March 7, 20017	Combined Levels 2 & 3
1.2	March 24, 2017	Included larger labels on the axes

Overview of Response Curves

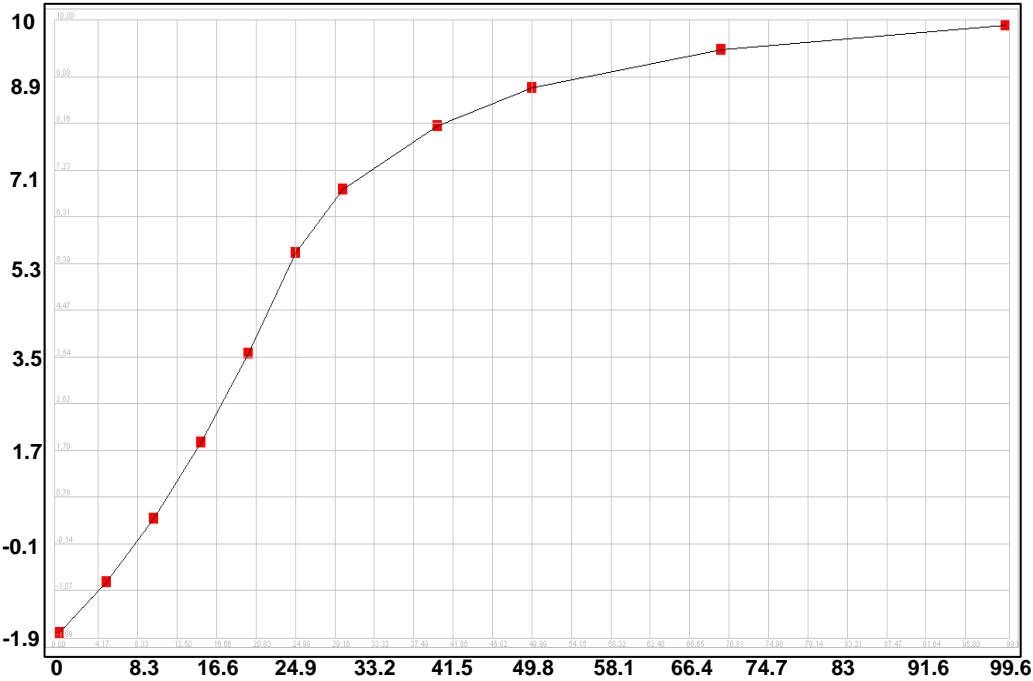
Curve	Variable	Var Metric	Impact	Impact Metric	Note
1	Maret Share per Customer	%	Customer Relationship	Delta	
2	Product Knowledge	Delta	Customer Relationship	Delta	
3	Promotional Support	%	Customer Relationship	Delta	
4	Customer Relationship PP	Index	Customer Relationship	Index	
5	Admin Work	Days	Deployment Quality Index	Delta	
6	Contact Priority Fit Index	Index	Deployment Quality Index	Delta	
7	Meeting with Team	Days	Deployment Quality Index	Delta	
8	KPI Reporting Analysis	Days	Deployment Quality Index	Factor on planning	
9	Strategy and Cycle Planning	Days	Deployment Quality Index	Delta	
10	Sales Target Realization	%	Employee Incentives	% Base Salary	
11	Employee Accum Revenue	GC	Experience Index	Index	Level 2
11	Employee Accum Revenue	GC	Experience Index	Index	Level 3
12	Motivation Index PP	Index	Motivation Factor Overhead	Factor	
13-15	Meeting with Team	Days	Motivation Index	Delta	Specific for Jr, Middle and Sr
16	Sales Target Realization	%	Motivation Index	Delta	
17	Sales Training	Days	Motivation Index	Delta	
18	Admin Work	Days	Motivation Index	Delta	
19-23	Customer Relationship PP	Index	Offer Attractiveness	Factor	One curve per product
24	Discount	%	Offer Attractiveness	Factor	
25	Total Sales Performance	Index	Offer Attractiveness	Factor	
26	Product Training	Days	Product Knowledge Addition AP	Delta	
27	Product Knowledge	Delta	Product Knowledge Factor Time Allocation	Factor	
28	Product Knowledge Index	Index	Product Knowledge Transfer Value	Delta	
29	Strategy and Cycle Planning	Days	Promotional Support	Factor	
30	Promotional Budget per Acct	GC	Promotional Support	Factor	
31	Sales Perf of all Companies	Index	Purchase Volume	Factor	
32	Motivation Index PP	Index	Sales Perf due to Motivation PP	Factor	
33	Product Knowledge	Delta	Sales Perf due to Product Knowledge	Factor	
34	Employee Sales Skill	Index	Sales Perf due to Sales Skill	Factor	
35-39	Employee Time with Acct	Days	Sales Perf due to Time	Factor	One curve per product
40	Deployment Quality Index	Index	Total Sales Perf due to Deplyment Quality	Factor	
41	Field Work per Account	Days	Total Sales Perf due to Field Work	Delta	
42	Accum Field Work	Days	Sales Skill Index	Delta	
43	Accum Sales Training	Days	Sales Skill Index	Delta	
44	Experience Index PP	Index	Sales Skill Index	Delta	
45	Avg Customer Relationship	Index	Success Value	Delta	
46	Avg Motivation	Index	Success Value	Delta	

47	Avg Product Knowledge	Index	Success Value	Delta	
48	Avg Sales Skills	Index	Success Value	Delta	
49	Contribution Margin	GC	Success Value	Delta	Level 2
49	Contribution Margin	GC	Success Value	Delta	Level 3
50	Total Revenue	GC	Success Value	Delta	Level 2
50	Total Revenue	GC	Success Value	Delta	Level 3

Curve 1: Market Share per Customer → Customer Relationship

X-Axis: Market Share per Customer (%)

Y-Axis: Customer Relationship (Delta)

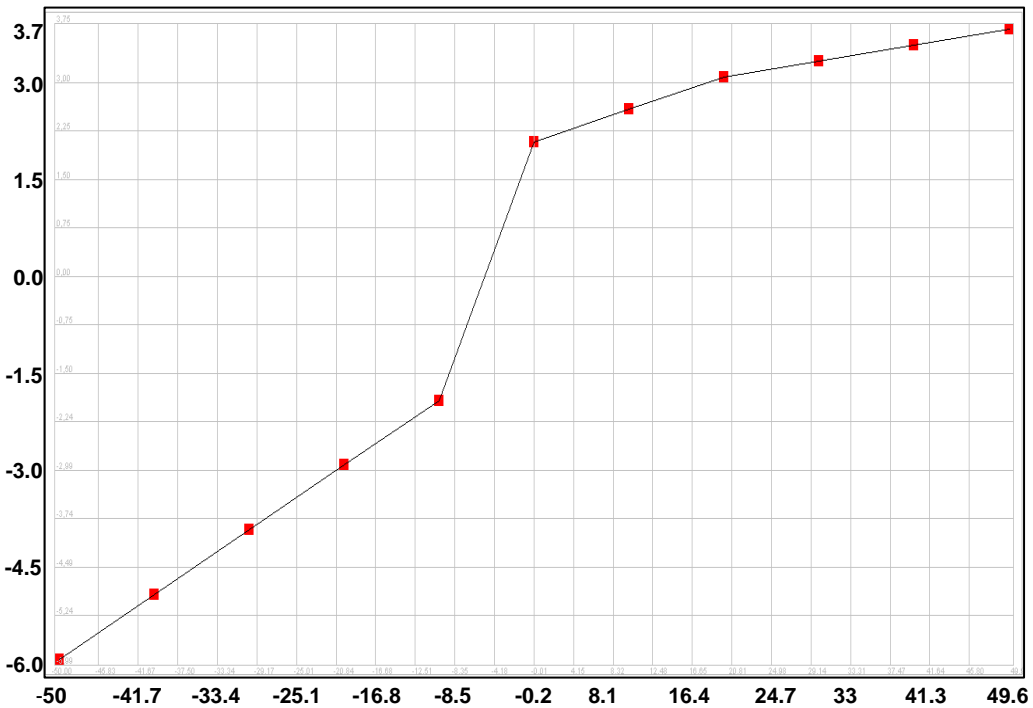


X	Y
0.0	-2.0
5.0	-1.0
10.0	0.25
15.0	1.75
20.0	3.5
25.0	5.5
30.0	6.75
40.0	8.0
50.0	8.75
70.0	9.5
100.0	10.0

Curve 2: Product Knowledge → Customer Relationship

X-Axis: Product Knowledge (Delta)

Y-Axis: Customer Relationship (Delta)

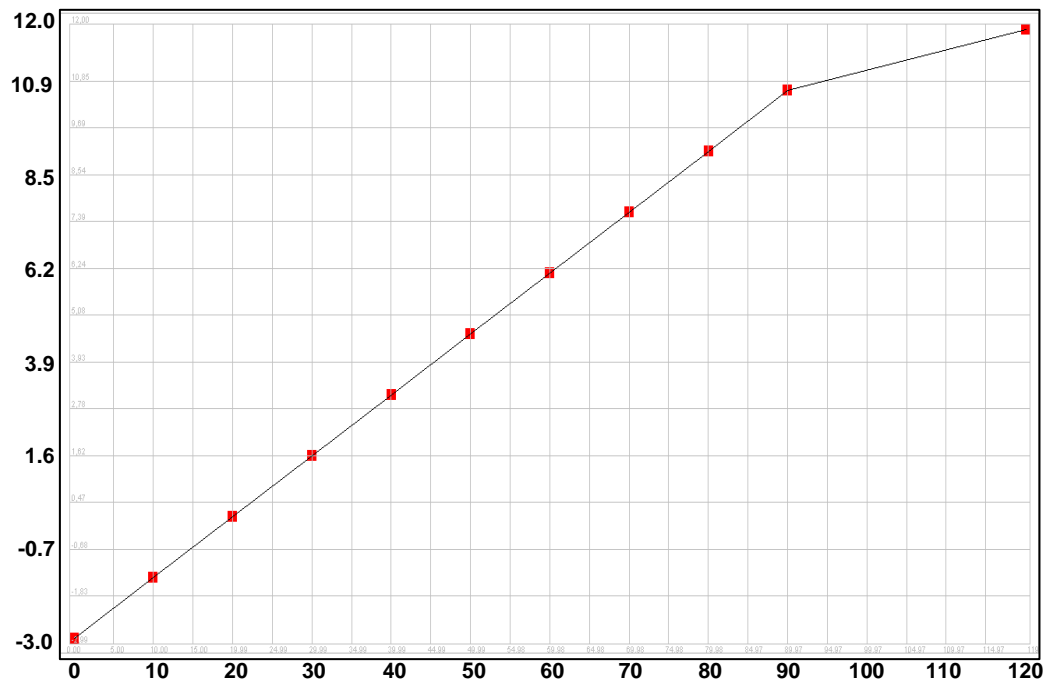


X	Y
-50.0	-6.0
-40.0	-5.0
-30.0	-4.0
-20.0	-3.0
-10.0	-2.0
0.0	2.0
10.0	2.5
20.0	3.0
30.0	3.25
40.0	3.5
50.0	3.75

Curve 3: Promotional Support → Customer Relationship

X-Axis: Promotional Support (Factor)

Y-Axis: Customer Relationship (Delta)

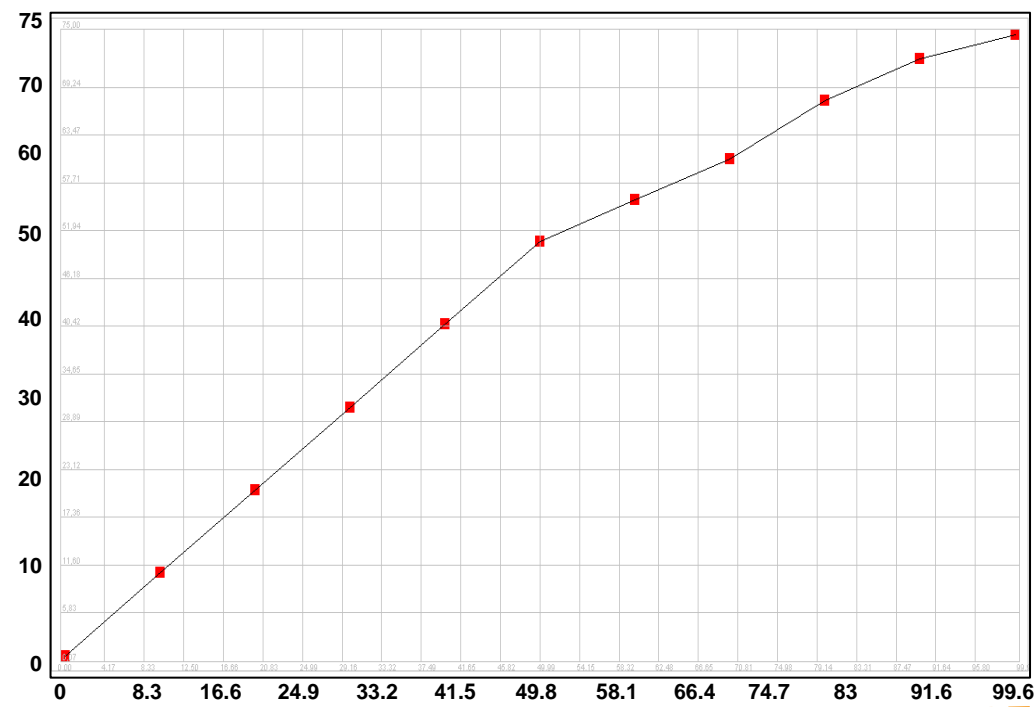


X	Y
0.0	-3.0
10.0	-1.5
20.0	0.0
30.0	1.5
40.0	3.0
50.0	4.5
60.0	6.0
70.0	7.5
80.0	9.0
90.0	10.5
120.0	12.0

Curve 4: Customer Relationship PP → Customer Relationship

X-Axis: Customer Relationship Previous Period (Index)

Y-Axis: Customer Relationship (Delta)

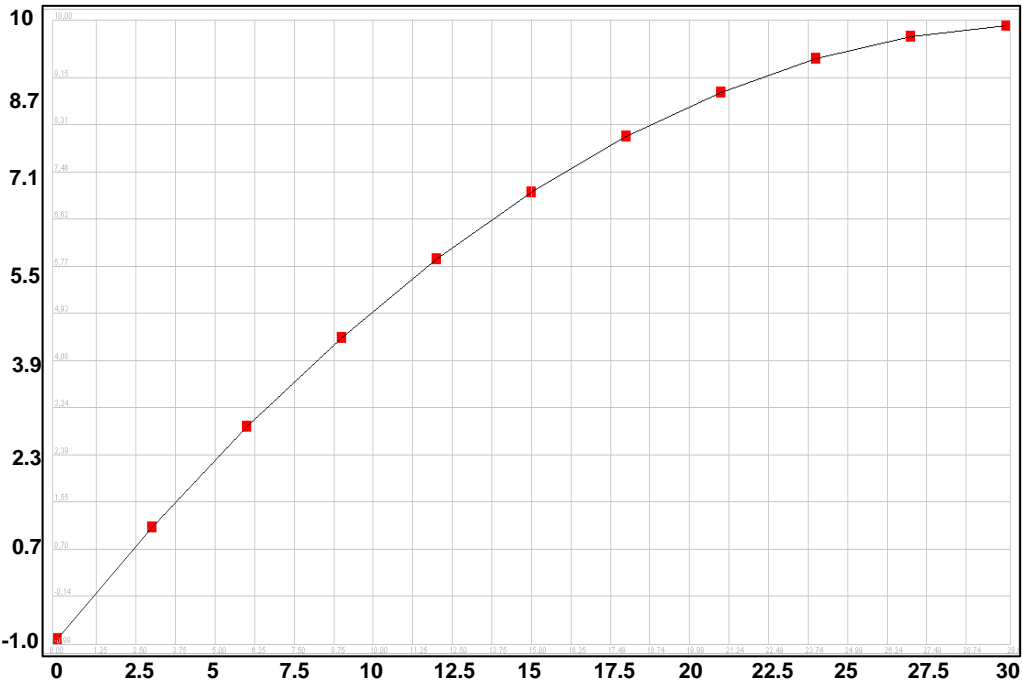


X	Y
0.0	0.0
10.0	10.0
20.0	20.0
30.0	30.0
40.0	40.0
50.0	50.0
60.0	55.0
70.0	60.0
80.0	67.0
90.0	72.0
100.0	75.0

Curve 5: Administration Work → Deployment Quality Index

X-Axis: Administration Work (Days)

Y-Axis: Deployment Quality Index (Delta)

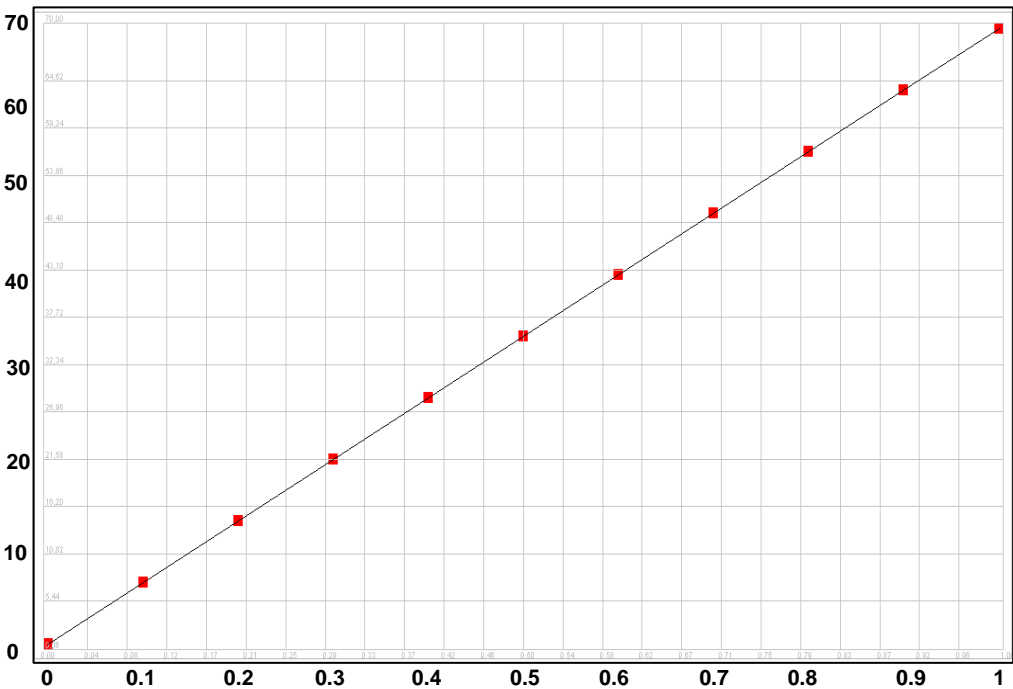


X	Y
0.0	-1.0
3.0	1.0
6.0	2.8
9.0	4.4
12.0	5.8
15.0	7.0
18.0	8.0
21.0	8.8
24.0	9.4
27.0	9.8
30.0	10.0

Curve 6: Contact Priority Fit Index → Deployment Quality Index

X-Axis: Contact Priority Fit Index (Index)

Y-Axis: Deployment Quality Index (Delta)

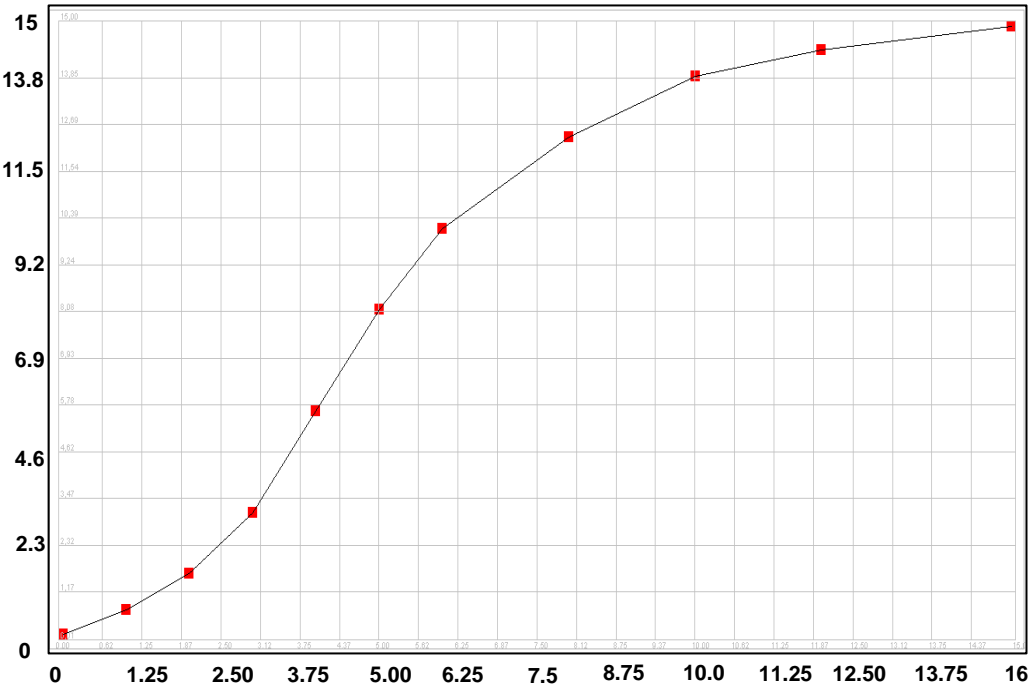


X	Y
0.0	0.0
0.1	7.0
0.2	14.0
0.3	21.0
0.4	28.0
0.5	35.0
0.6	42.0
0.7	49.0
0.8	56.0
0.9	63.0
1.0	70.0

Curve 7: Meeting with Team → Deployment Quality Index

X-Axis: Meeting with Team (Days)

Y-Axis: Deployment Quality Index (Delta)

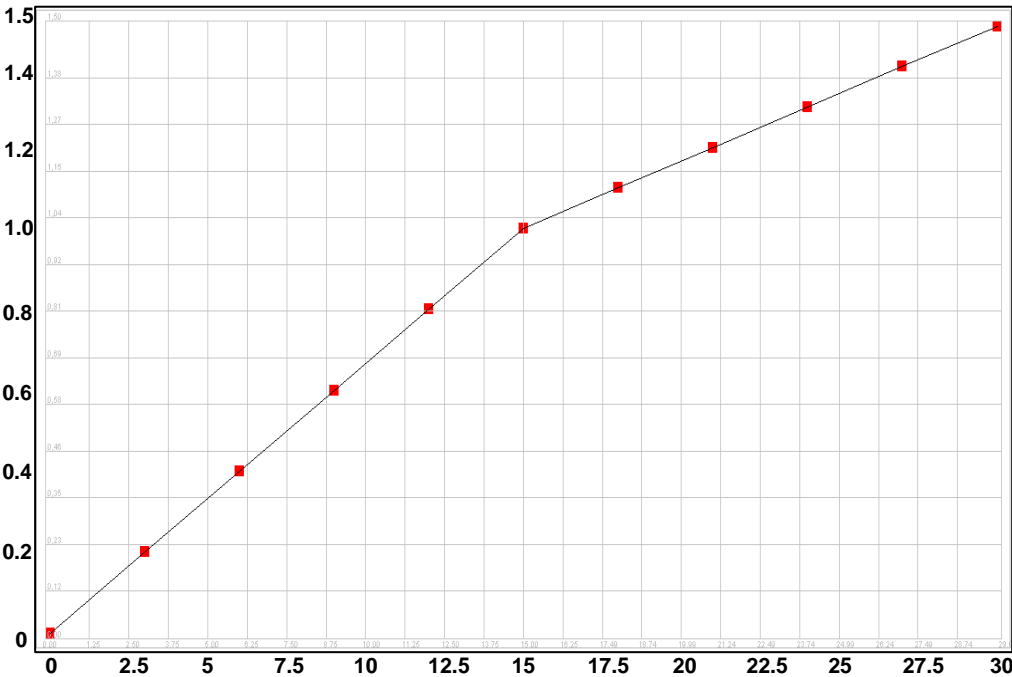


X	Y
0.0	0.0
1.0	0.6
2.0	1.5
3.0	3.0
4.0	5.5
5.0	8.0
6.0	10.0
8.0	12.25
10.0	13.75
12.0	14.4
15.0	15.0

Curve 8: KPI Reporting Analysis → Deployment Quality Index

X-Axis: KPI Reporting Analysis (Days)

Y-Axis: Deployment Quality Index (Factor on planning)

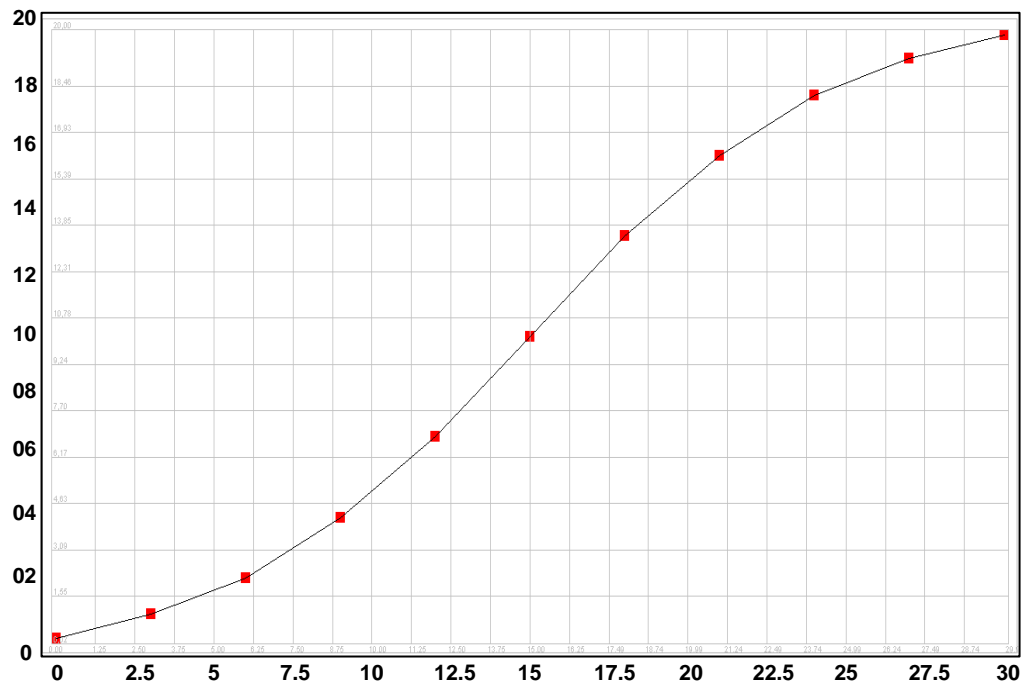


X	Y
0.0	0.0
3.0	0.2
6.0	0.4
9.0	0.6
12.0	0.8
15.0	1.0
18.0	1.1
21.0	1.2
24.0	1.3
27.0	1.4
30.0	1.5

Curve 9: Strategy and Cycle Planning → Deployment Quality Index

X-Axis: Strategy and Cycle Planning (Days)

Y-Axis: Deployment Quality Index (Delta)

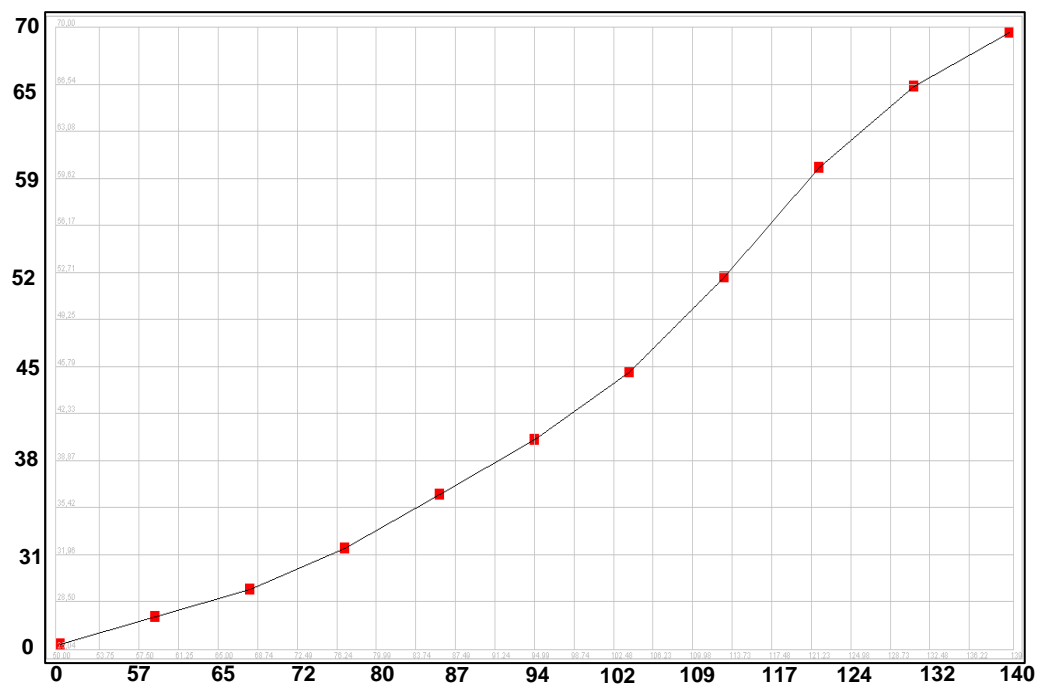


X	Y
0.0	0.0
3.0	0.8
6.0	2.0
9.0	4.0
12.0	6.67
15.0	10.0
18.0	13.33
21.0	16.0
24.0	18.0
27.0	19.2
30.0	20.0

Curve 10: Sales Target Realization → Employee Incentives

X-Axis: Sales Target Realization (Index)

Y-Axis: Employee Incentives (% Base Salary)

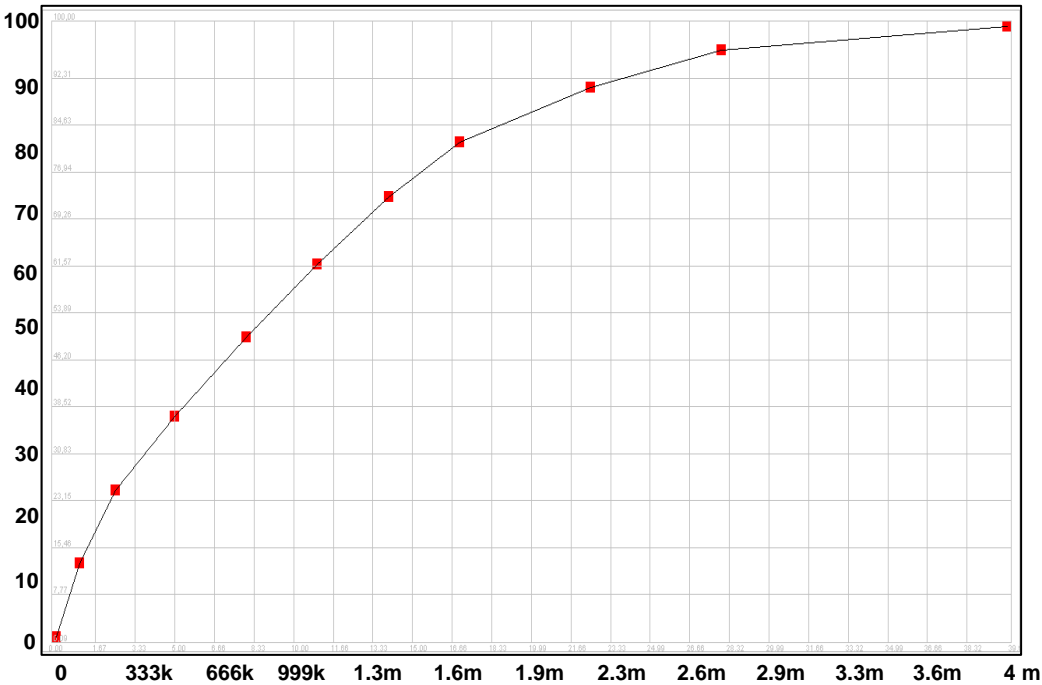


X	Y
50.0	25.0
59.0	27.0
68.0	29.0
77.0	32.0
86.0	36.0
95.0	40.0
104.0	45.0
113.0	52.0
122.0	60.0
131.0	66.0
140.0	70.0

Curve 11: Employee Accumulated Revenue → Experience Index [Level 2]

X-Axis: Employee Accumulated Revenue (GC)

Y-Axis: Experience Index (Index)

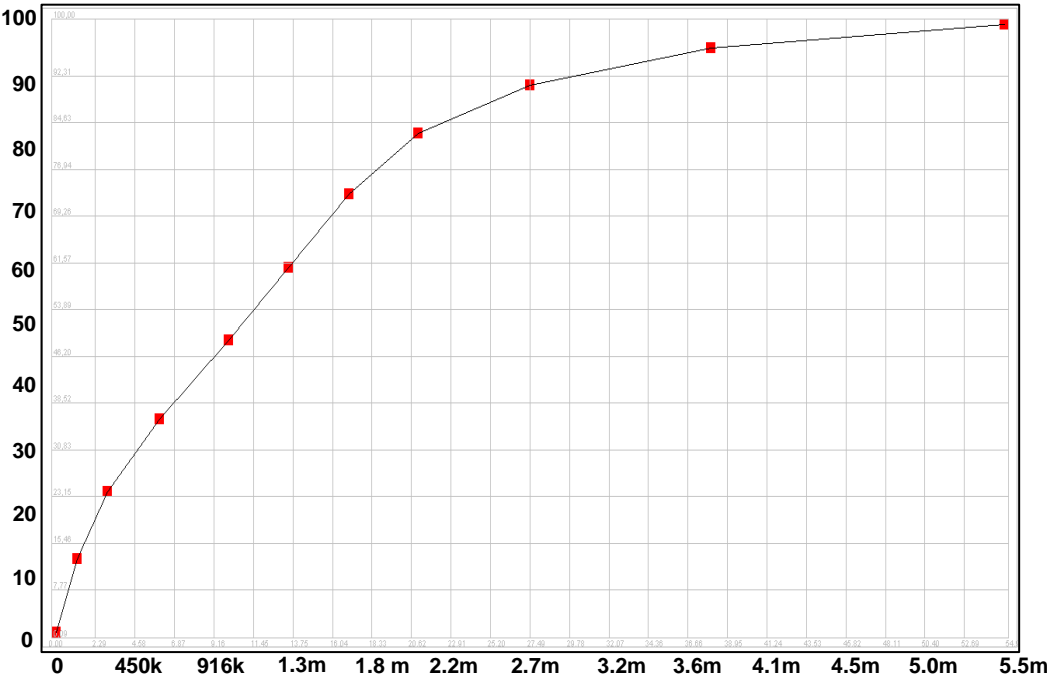


X	Y
0.0	0.0
100,000	12.0
250,000	24.0
500,000	36.0
800,000	49.0
1,100,000	61.0
1,400,000	72.0
1,700,000	81.0
2,250,000	90.0
2,800,000	96.0
4,000,000	100.0

Curve 11: Employee Accumulated Revenue → Experience Index [Level 3]

X-Axis: Employee Accumulated Revenue (GC)

Y-Axis: Experience Index (Index)

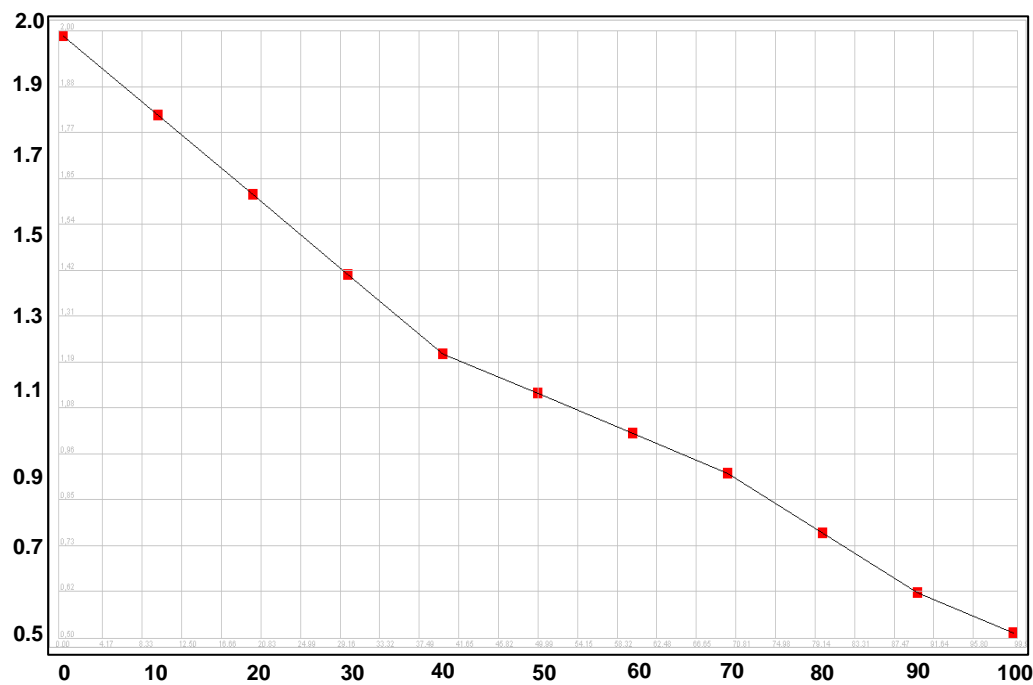


X	Y
0.0	0.0
125,000	12.0
300,000	23.0
600,000	35.0
1,000,000	48.0
1,350,000	60.0
1,700,000	72.0
2,100,000	82.0
2,750,000	90.0
3,800,000	96.0
5,500,000	100.0

Curve 12: Motivation Index PP → Motivation Factor Overhead

X-Axis: Motivation Index Previous Period (Index)

Y-Axis: Motivation Factor Overhead (Factor)

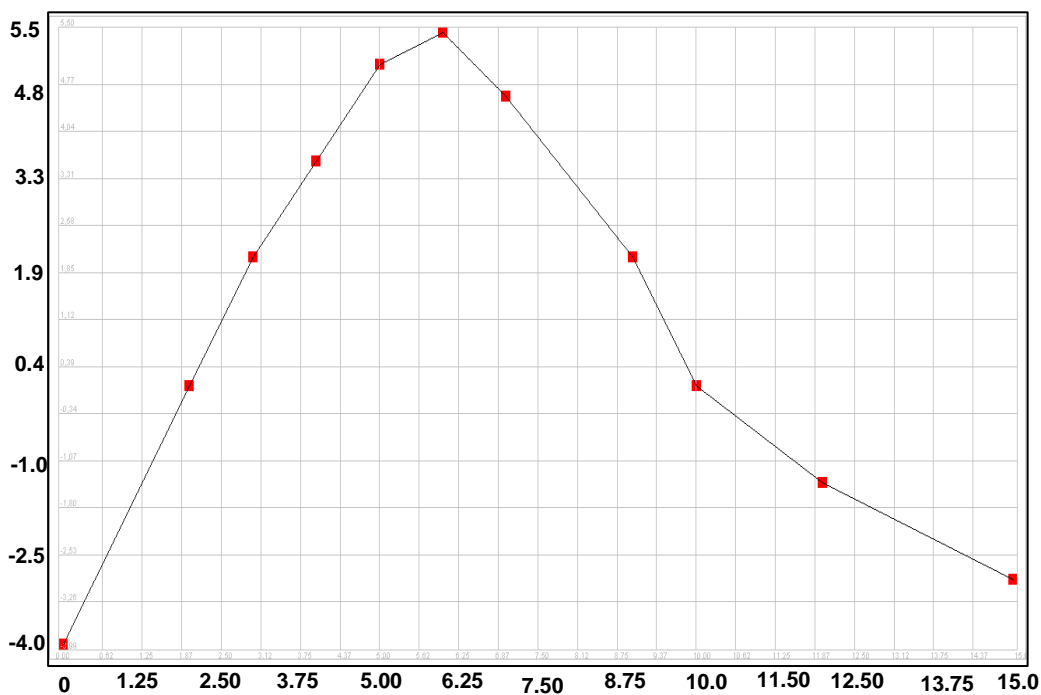


X	Y
0.0	2.0
10.0	1.8
20.0	1.6
30.0	1.4
40.0	1.2
50.0	1.1
60.0	1.0
70.0	0.9
80.0	0.75
90.0	0.6
100.0	0.5

Curve 13: Meetings with Team → Motivation Index [Junior]

X-Axis: Meetings with Team (Days)

Y-Axis: Motivation Index (Delta) [Junior]

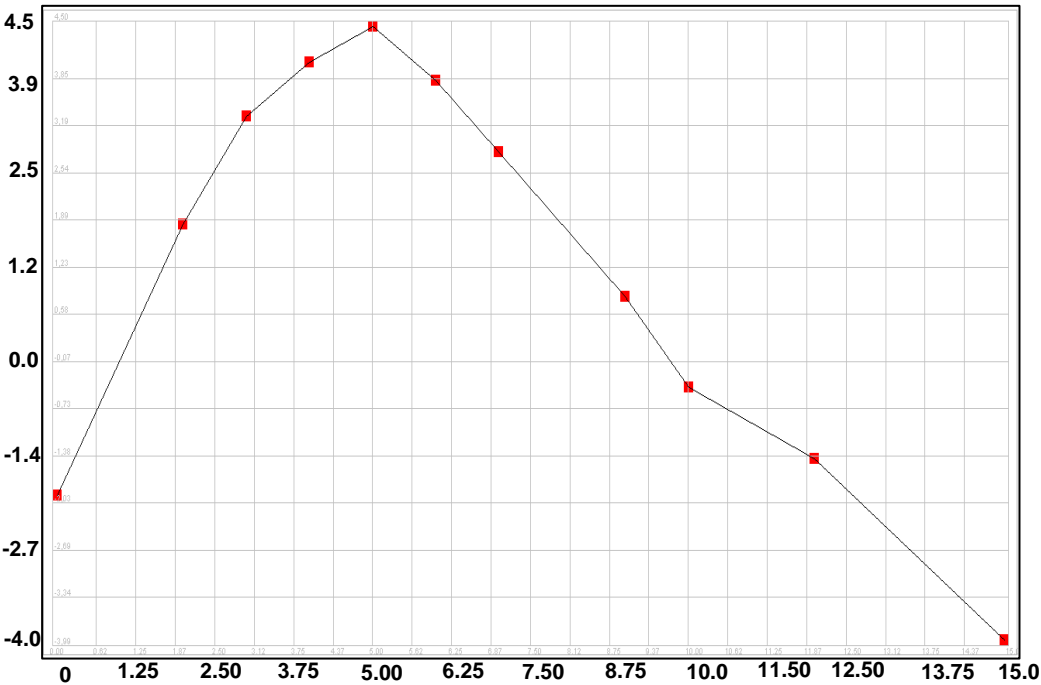


X	Y
0.0	-4.0
2.0	0.0
3.0	2.0
4.0	3.5
5.0	5.0
6.0	5.5
7.0	4.5
9.0	2.0
10.0	0.0
12.0	-1.5
15.0	-3.0

Curve 14: Meetings with Team → Motivation Index [Middle]

X-Axis: Meetings with Team (Days)

Y-Axis: Motivation Index (Delta) [Middle]

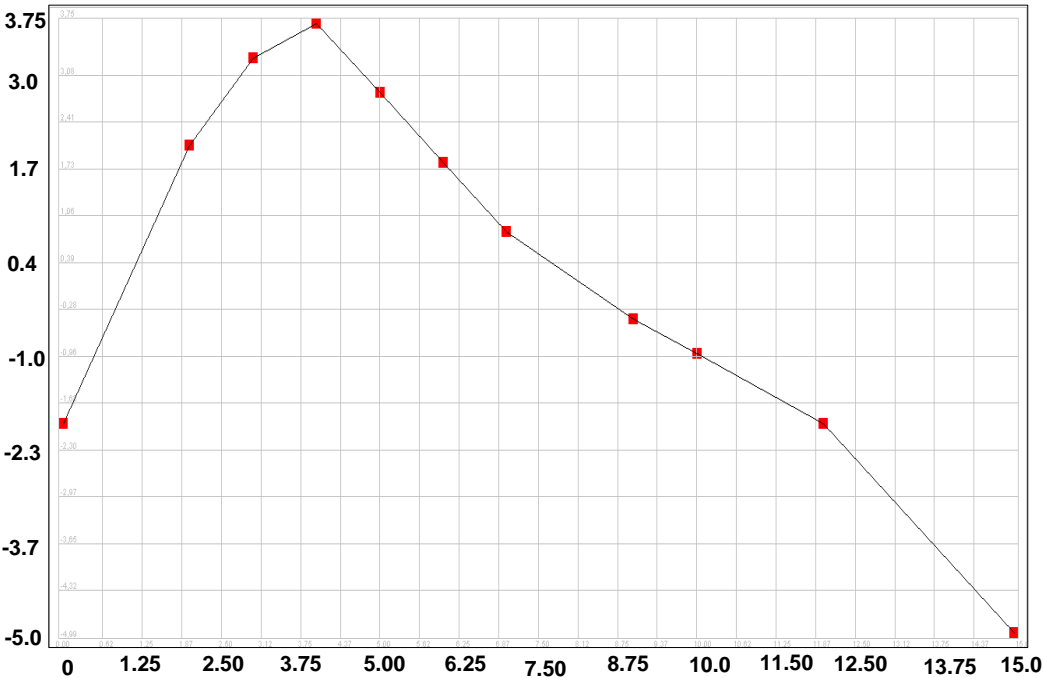


X	Y
0.0	-2.0
2.0	1.75
3.0	3.25
4.0	4.0
5.0	4.5
6.0	3.75
7.0	2.75
9.0	0.75
10.0	-0.5
12.0	-1.5
15.0	-4.0

Curve 15: Meetings with Team → Motivation Index [Senior]

X-Axis: Meetings with Team (Days)

Y-Axis: Motivation Index (Delta) [Senior]

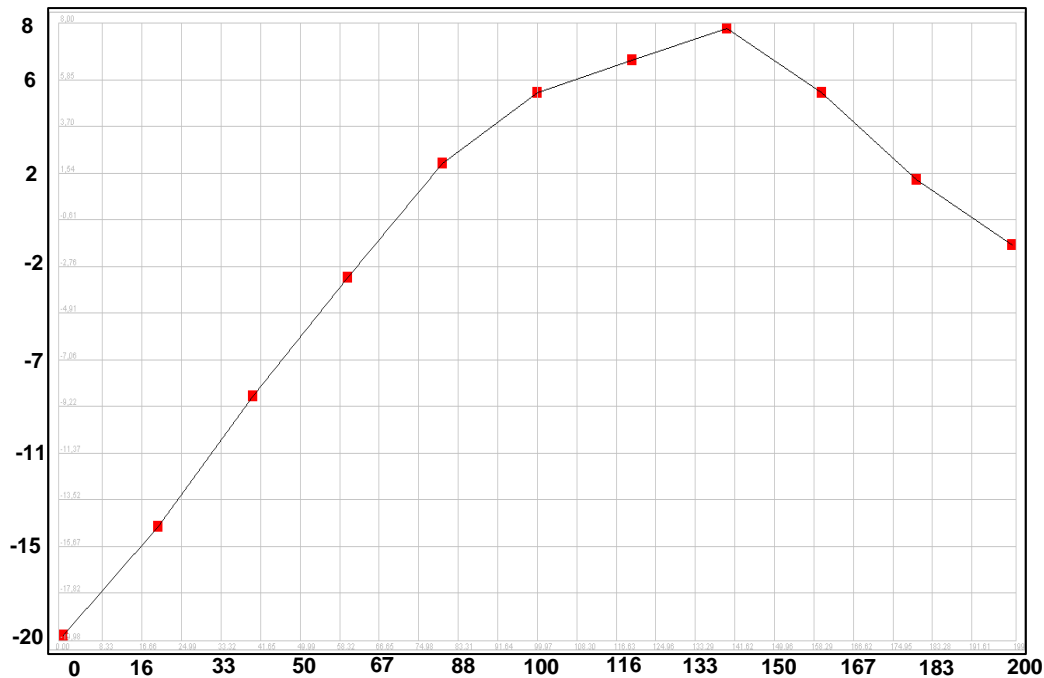


X	Y
0.0	-2.0
2.0	2.0
3.0	3.25
4.0	3.75
5.0	2.75
6.0	1.75
7.0	0.75
9.0	-0.5
10.0	-1.0
12.0	-2.0
15.0	-5.0

Curve 16: Sales Target Realization → Motivation Index

X-Axis: Sales Target Realization (%)

Y-Axis: Motivation Index (Delta)

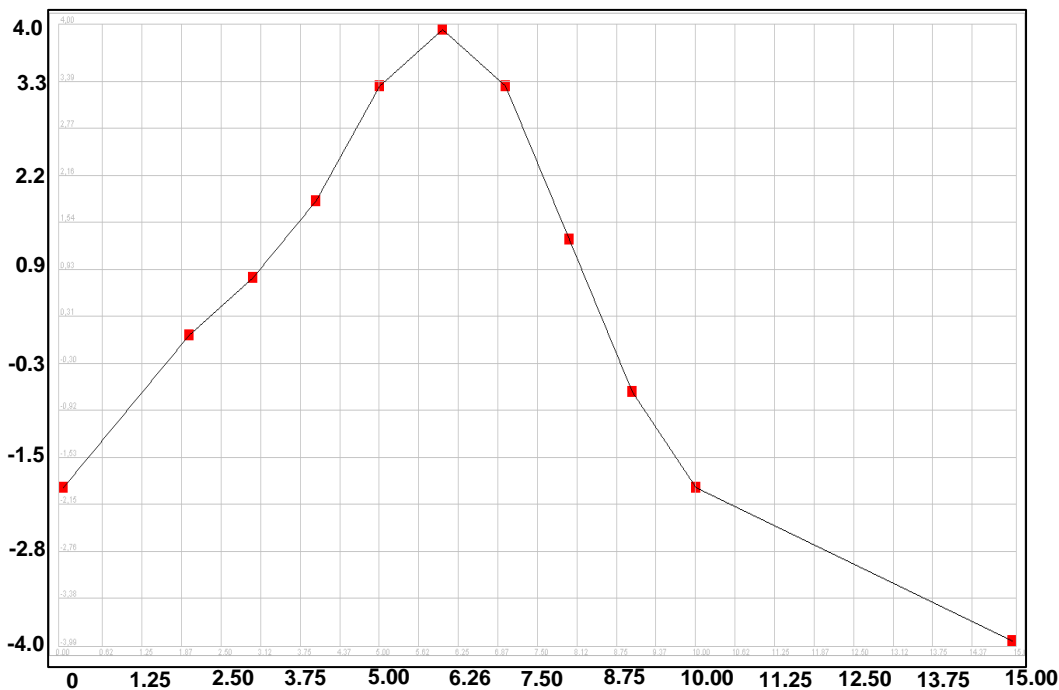


X	Y
0.0	-20.0
20.0	-15.0
40.0	-9.0
60.0	-3.5
80.0	1.75
100.0	5.0
120.0	6.5
140.0	8.0
160.0	5.0
180.0	1.0
200.0	-2.0

Curve 17: Sales Training → Motivation Index

X-Axis: Sales Training (Days)

Y-Axis: Motivation Index (Delta)

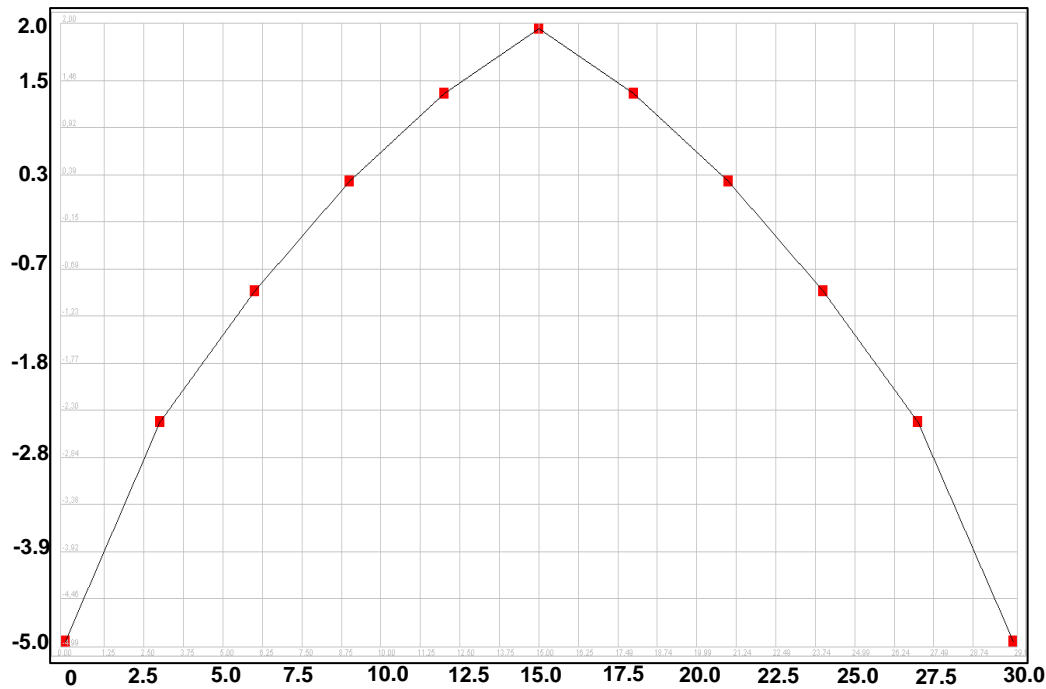


X	Y
0.0	-2.0
2.0	0.0
3.0	0.75
4.0	1.75
5.0	3.25
6.0	4.0
7.0	3.25
8.0	1.25
9.0	-0.75
10.0	-2.0
15.0	-4.0

Curve 18: Administration Work → Motivation Index

X-Axis: Administration Work (Days)

Y-Axis: Motivation Index (Delta)

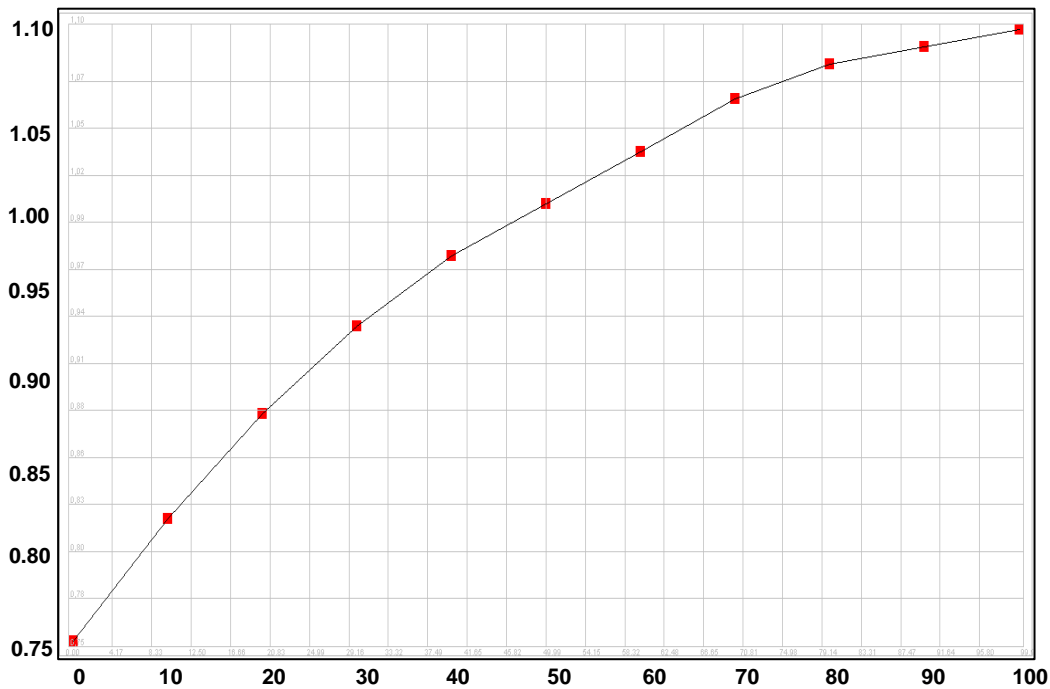


X	Y
0.0	-5.0
3.0	-2.5
6.0	-1.0
9.0	0.25
12.0	1.25
15.0	2.0
18.0	1.25
21.0	0.25
24.0	-1.0
27.0	-2.5
30.0	-5.0

Curve 19: Customer Relationship PP → Offer Attractiveness [TF]

X-Axis: Customer Relationship Previous Period (Index)

Y-Axis: Offer Attractiveness (Factor) [Tube Feeds]

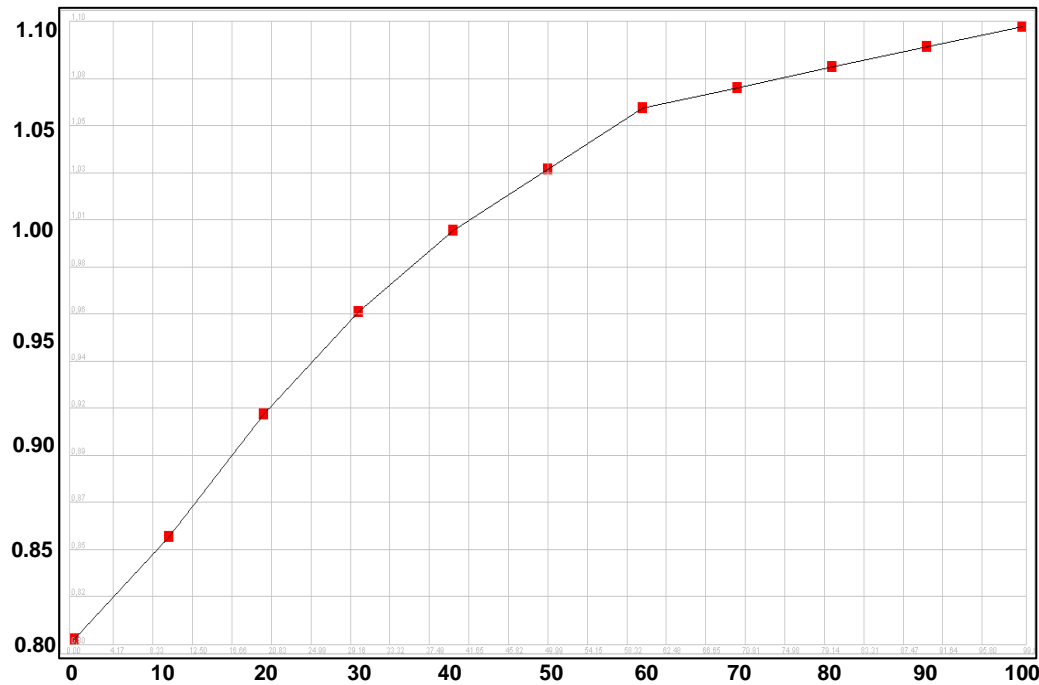


X	Y
0.0	0.75
10.0	0.82
20.0	0.88
30.0	0.93
40.0	0.97
50.0	1.0
60.0	1.03
70.0	1.06
80.0	1.08
90.0	1.09
100.0	1.1

Curve 20: Customer Relationship PP → Offer Attractiveness [ONS]

X-Axis: Customer Relationship Previous Period (Index)

Y-Axis: Offer Attractiveness (Factor) [ONS]

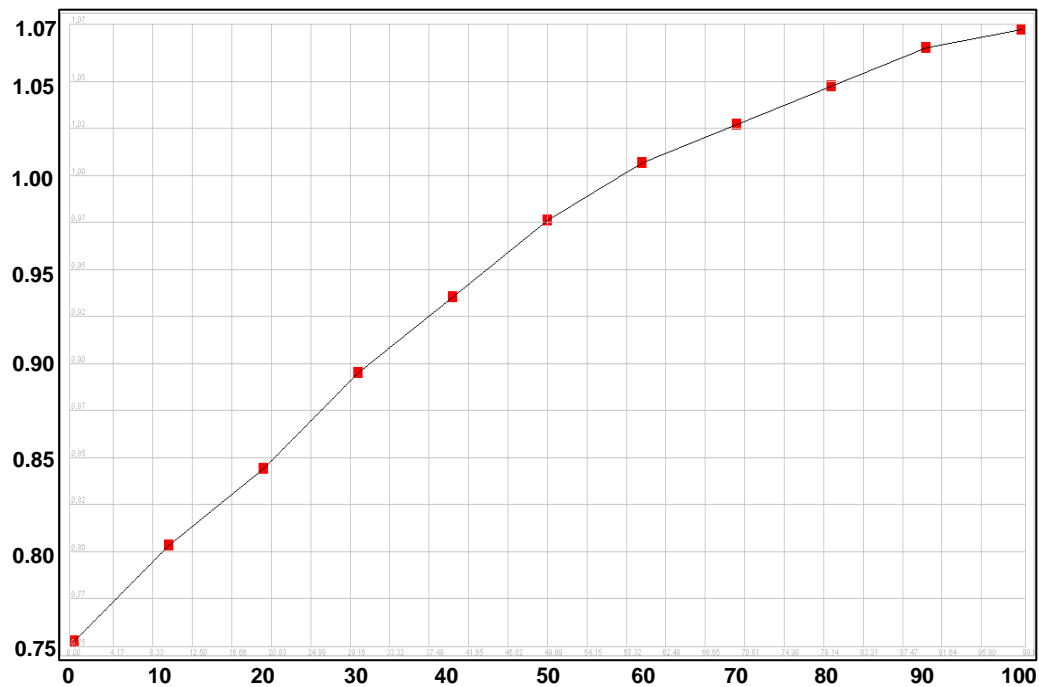


X	Y
0.0	0.8
10.0	0.85
20.0	0.91
30.0	0.96
40.0	1.0
50.0	1.03
60.0	1.06
70.0	1.07
80.0	1.08
90.0	1.09
100.0	1.1

Curve 21: Customer Relationship PP → Offer Attractiveness [DSP]

X-Axis: Customer Relationship Previous Period (Index)

Y-Axis: Offer Attractiveness (Factor) [DSP]

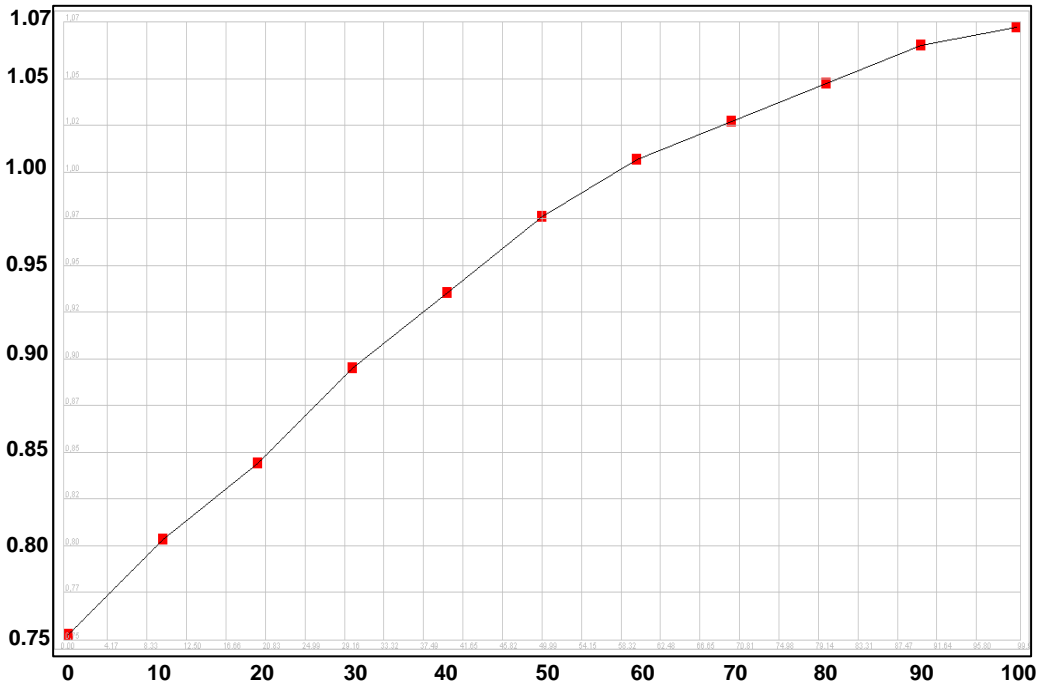


X	Y
0.0	0.75
10.0	0.8
20.0	0.84
30.0	0.89
40.0	0.93
50.0	0.97
60.0	1.0
70.0	1.02
80.0	1.04
90.0	1.06
100.0	1.07

Curve 22: Customer Relationship PP → Offer Attractiveness [Peds]

X-Axis: Customer Relationship Previous Period (Index)

Y-Axis: Offer Attractiveness (Factor) [Peds]

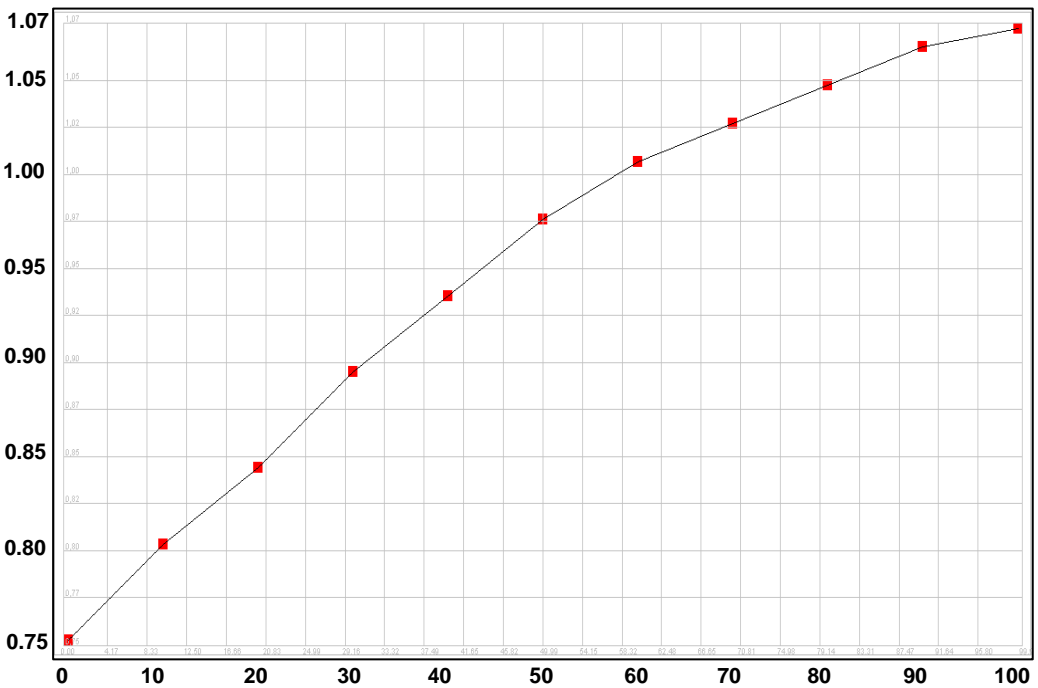


X	Y
0.0	0.75
10.0	0.8
20.0	0.84
30.0	0.89
40.0	0.93
50.0	0.97
60.0	1.0
70.0	1.02
80.0	1.04
90.0	1.06
100.0	1.07

Curve 23: Customer Relationship PP → Offer Attractiveness [DSP 2]

X-Axis: Customer Relationship Previous Period (Index)

Y-Axis: Offer Attractiveness (Factor) [DSP 2]

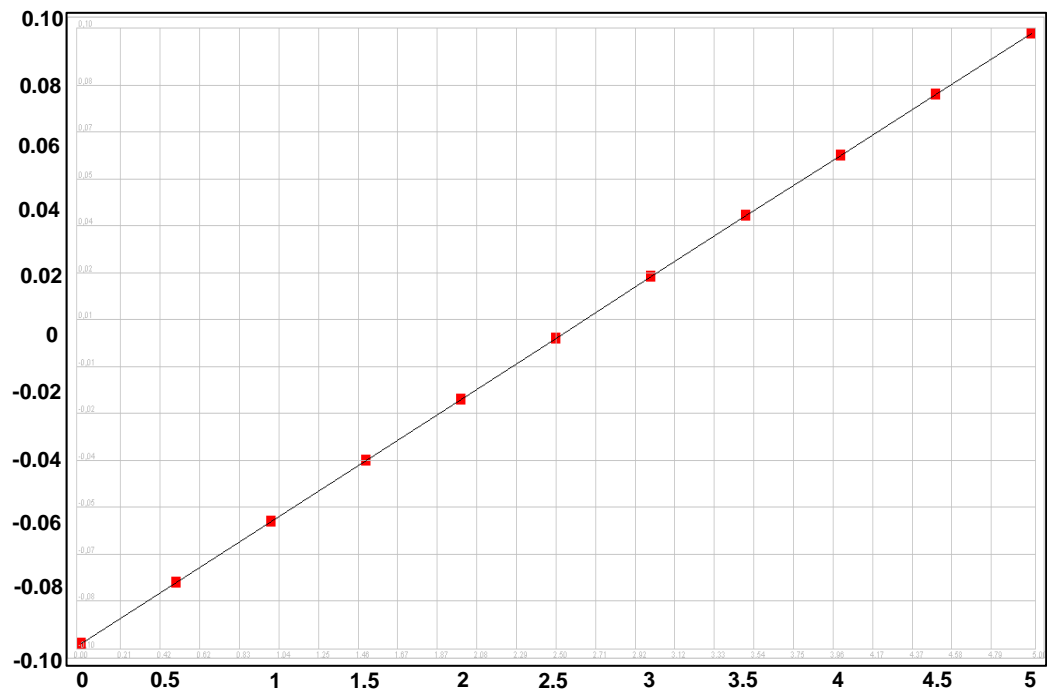


X	Y
0.0	0.75
10.0	0.8
20.0	0.84
30.0	0.89
40.0	0.93
50.0	0.97
60.0	1.0
70.0	1.02
80.0	1.04
90.0	1.06
100.0	1.07

Curve 24: Discount → Offer Attractiveness

X-Axis: Discount (%)

Y-Axis: Offer Attractiveness (Factor)

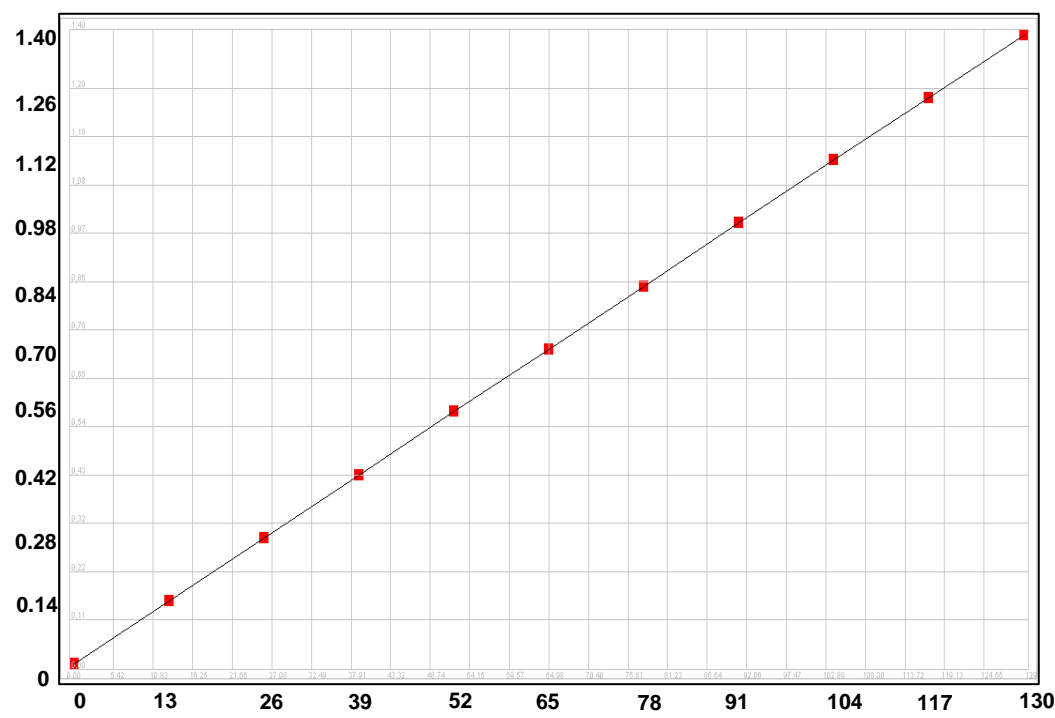


X	Y
0.0	-0.1
0.5	-0.08
1.0	-0.06
1.5	-0.04
2.0	-0.02
2.5	0.0
3.0	0.02
3.5	0.04
4.0	0.06
4.5	0.08
5.0	0.1

Curve 25: Total Sales Performance → Offer Attractiveness

X-Axis: Total Sales Performance (Index)

Y-Axis: Offer Attractiveness (Factor)

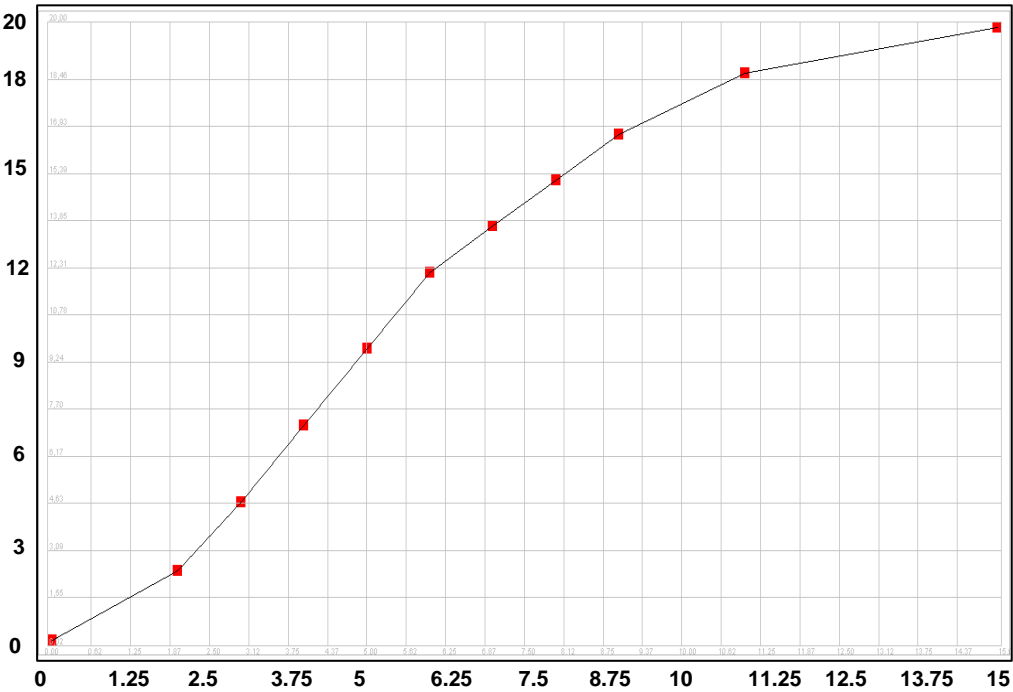


X	Y
0.0	0.0
13.0	0.14
26.0	0.28
39.0	0.42
52.0	0.56
65.0	0.7
78.0	0.84
91.0	0.98
104.0	1.12
117.0	1.26
130.0	1.4

Curve 26: Product Training → Product Knowledge Addition CP

X-Axis: Product Training (Days)

Y-Axis: Product Knowledge Addition Current Period (Delta)

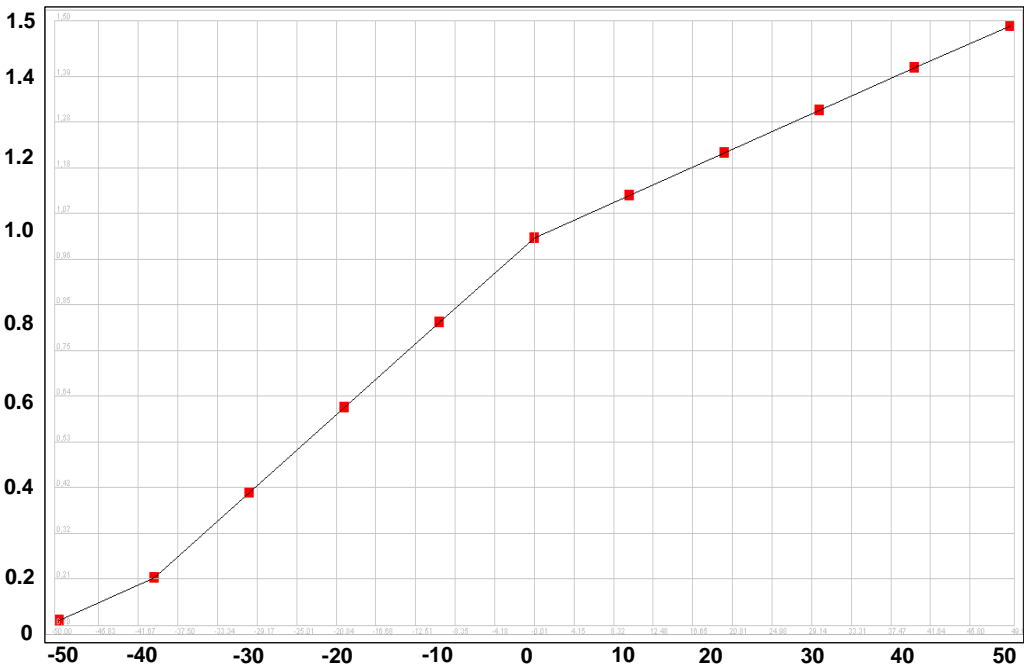


X	Y
0.0	0.0
2.0	2.25
3.0	4.5
4.0	7.0
5.0	9.5
6.0	12.0
7.0	13.5
8.0	15.0
9.0	16.5
11.0	18.5
15.0	20.0

Curve 27: Product Knowledge → Product Knowledge Factor on Time Allocation

X-Axis: Product Knowledge (Delta)

Y-Axis: Product Knowledge Factor Time Allocation (Factor)

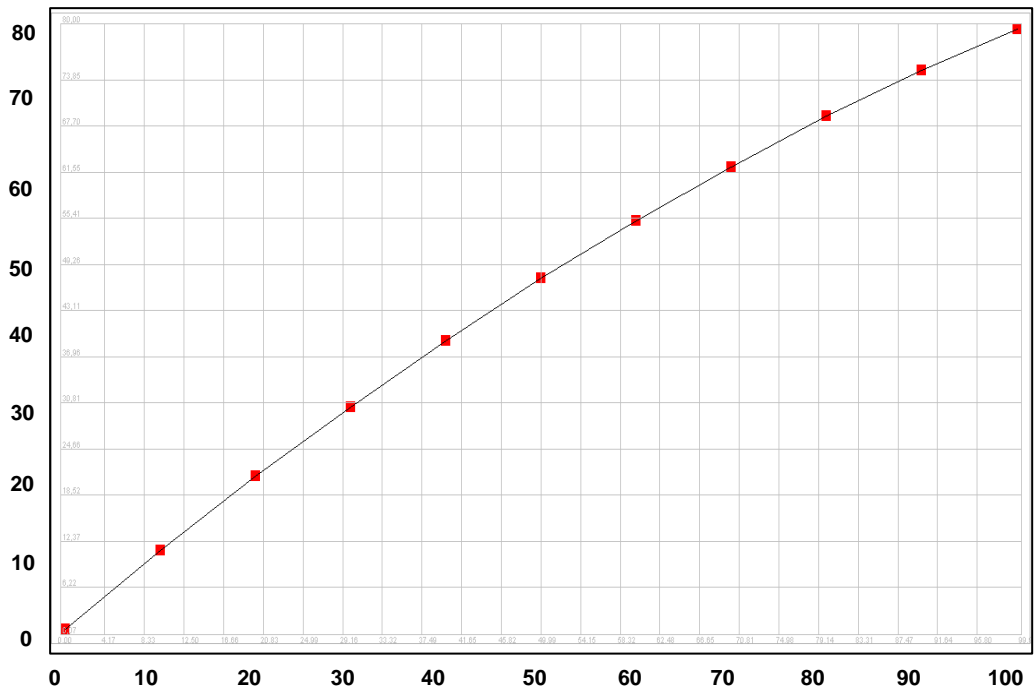


X	Y
-50.0	0.1
-40.0	0.2
-30.0	0.4
-20.0	0.6
-10.0	0.8
0.0	1.0
10.0	1.1
20.0	1.2
30.0	1.3
40.0	1.4
50.0	1.5

Curve 28: Product Knowledge Index PP → Product Knowledge Transfer Value

X-Axis: Product Knowledge Index Previous Period (Index)

Y-Axis: Product Knowledge Transfer Value

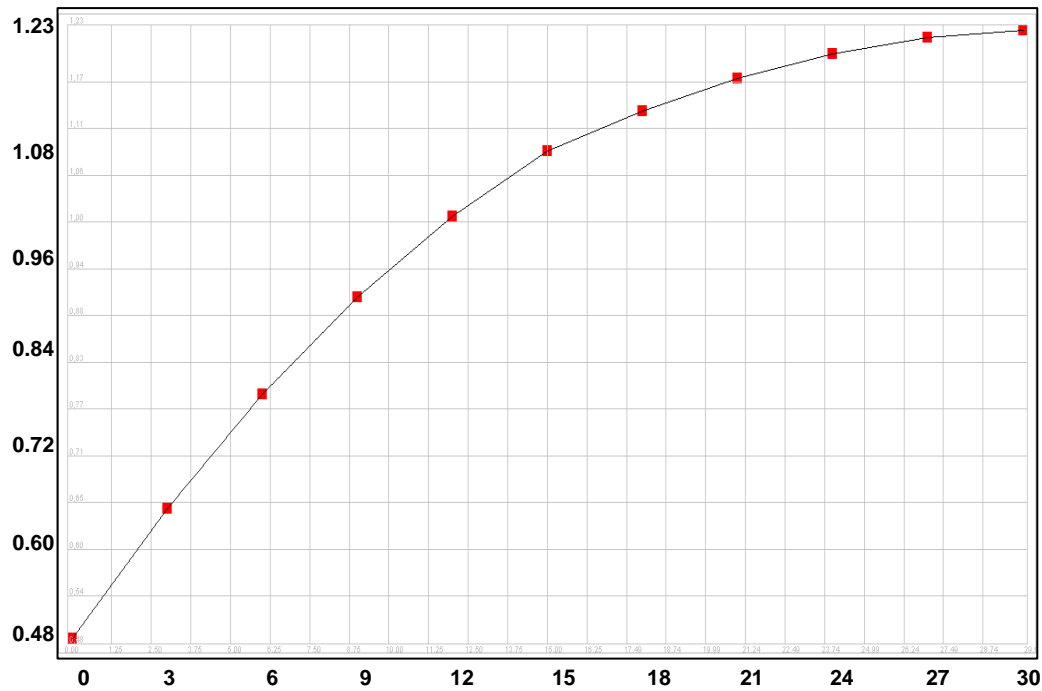


X	Y
0.0	0.0
10.0	10.4
20.0	20.3
30.0	29.6
40.0	38.4
50.0	46.7
60.0	54.4
70.0	61.6
80.0	68.3
90.0	74.4
100.0	80.0

Curve 29: Strategy and Cycle Planning → Promotional Support (Factor)

X-Axis: Strategy and Cycle Planning (Days)

Y-Axis: Promotional Support (Factor)

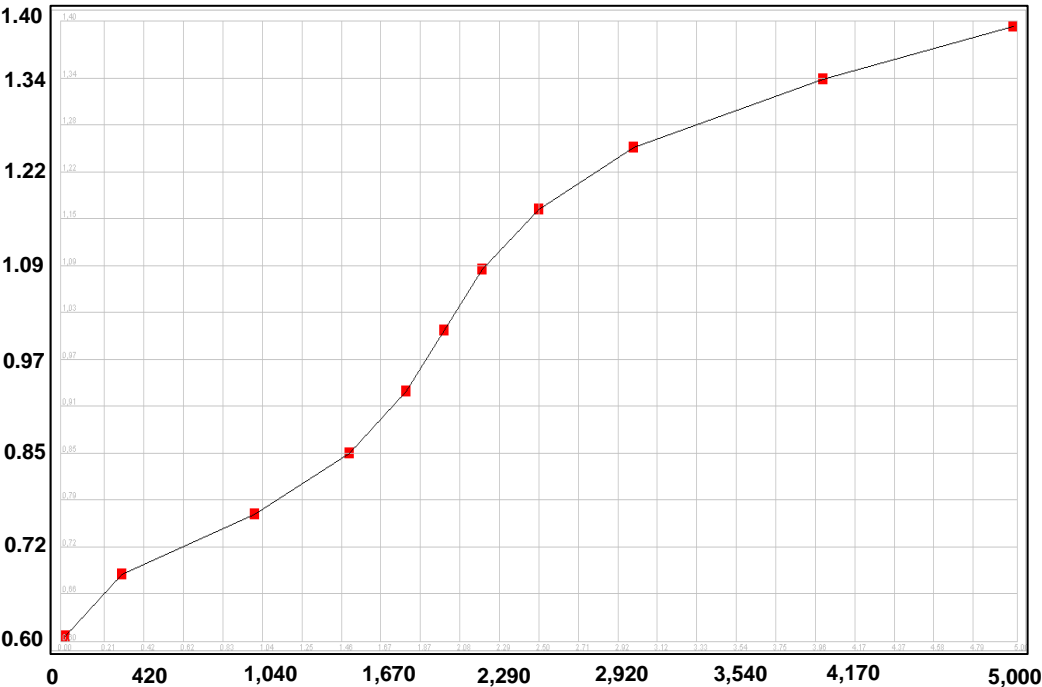


X	Y
0.0	0.48
3.0	0.64
6.0	0.78
9.0	0.9
12.0	1.0
15.0	1.08
18.0	1.13
21.0	1.17
24.0	1.2
27.0	1.22
30.0	1.23

Curve 30: Promotional Budget per Account → Promotional Support

X-Axis: Promotional Budget per Account (GC)

Y-Axis: Promotional Support (Factor)

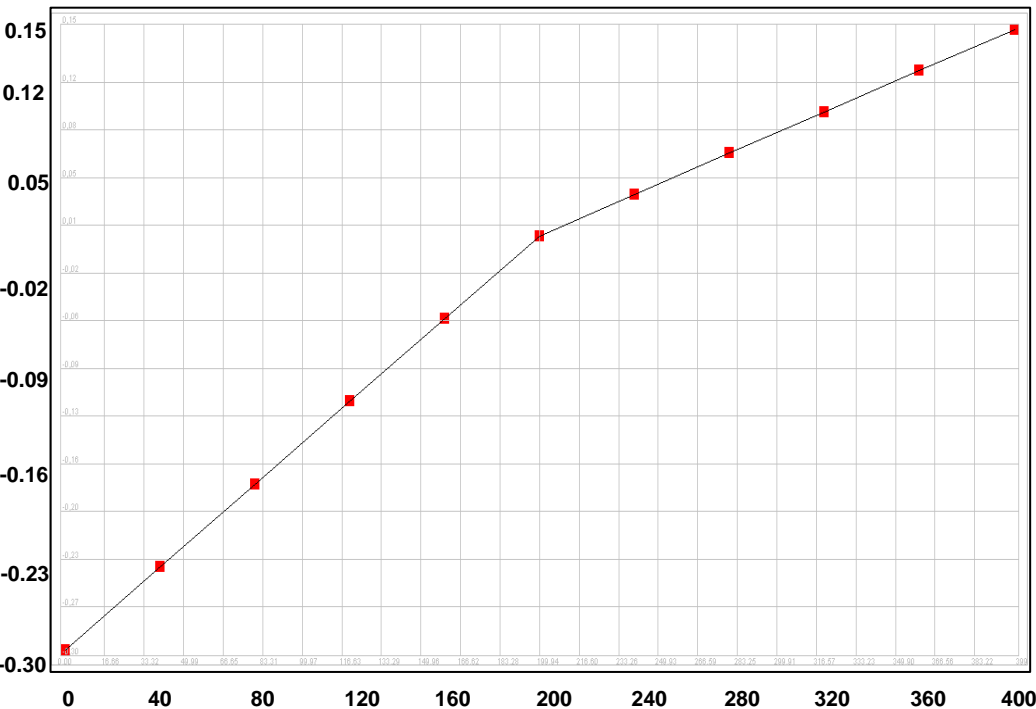


X	Y
0.0	0.6
300.0	0.68
1,000.0	0.76
1,500.0	0.84
1,800.0	0.92
2,000.0	1.0
2,200.0	1.08
2,500.0	1.16
3,000.0	1.24
4,000.0	1.33
5,000.0	1.4

Curve 31: Sales Performance of all Companies PP → Purchase Volume

X-Axis: Sales Performance of all Companies Previous Period (Index)

Y-Axis: Purchase Volume (Factor)

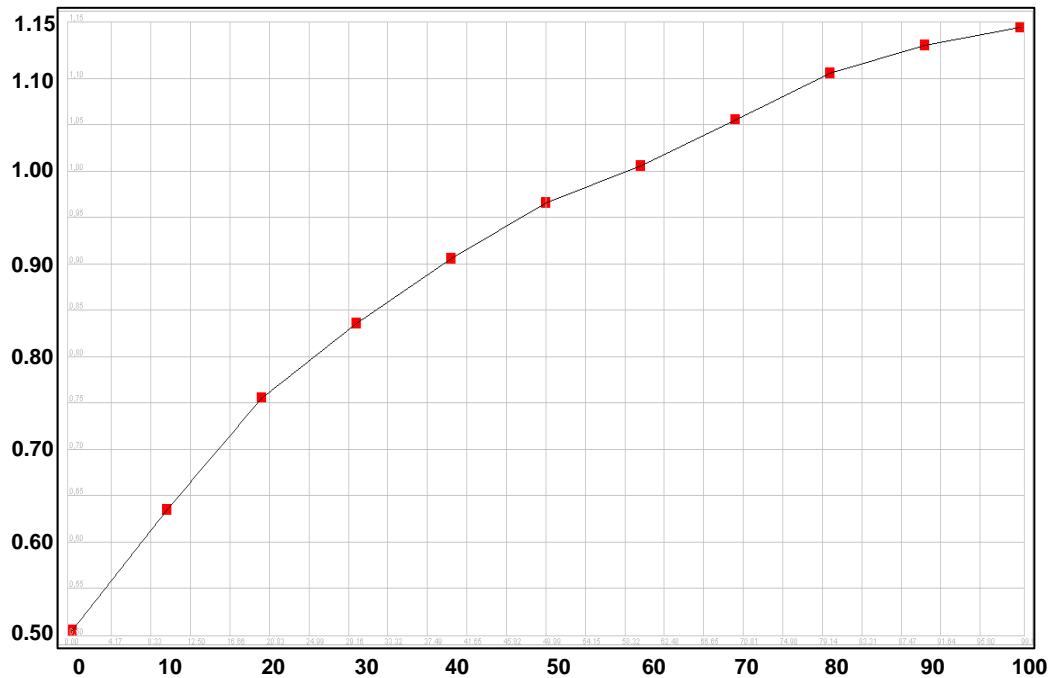


X	Y
0.0	-0.3
40.0	-0.24
80.0	-0.18
120.0	-0.12
160.0	-0.06
200.0	0.0
240.0	0.03
280.0	0.06
320.0	0.09
360.0	0.12
400.0	0.15

Curve 32: Motivation Index PP → Sales Performance due to Motivation PP

X-Axis: Motivation Index Previous Period (Index)

Y-Axis: Sales Performance due to Motivation Previous Period (Factor)

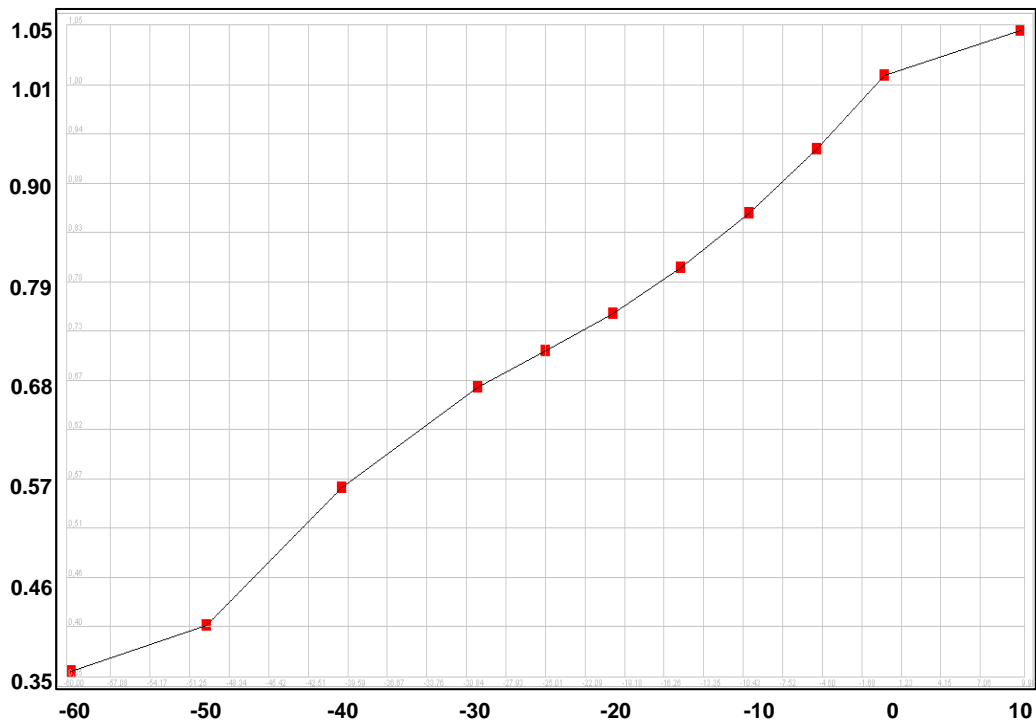


X	Y
0.0	0.5
10.0	0.63
20.0	0.75
30.0	0.83
40.0	0.9
50.0	0.96
60.0	1.0
70.0	1.05
80.0	1.1
90.0	1.13
100.0	1.15

Curve 33: Product Knowledge → Sales Performance due to Product Knowledge

X-Axis: Product Knowledge (Delta)

Y-Axis: Sales Performance due to Product Knowledge (Factor)

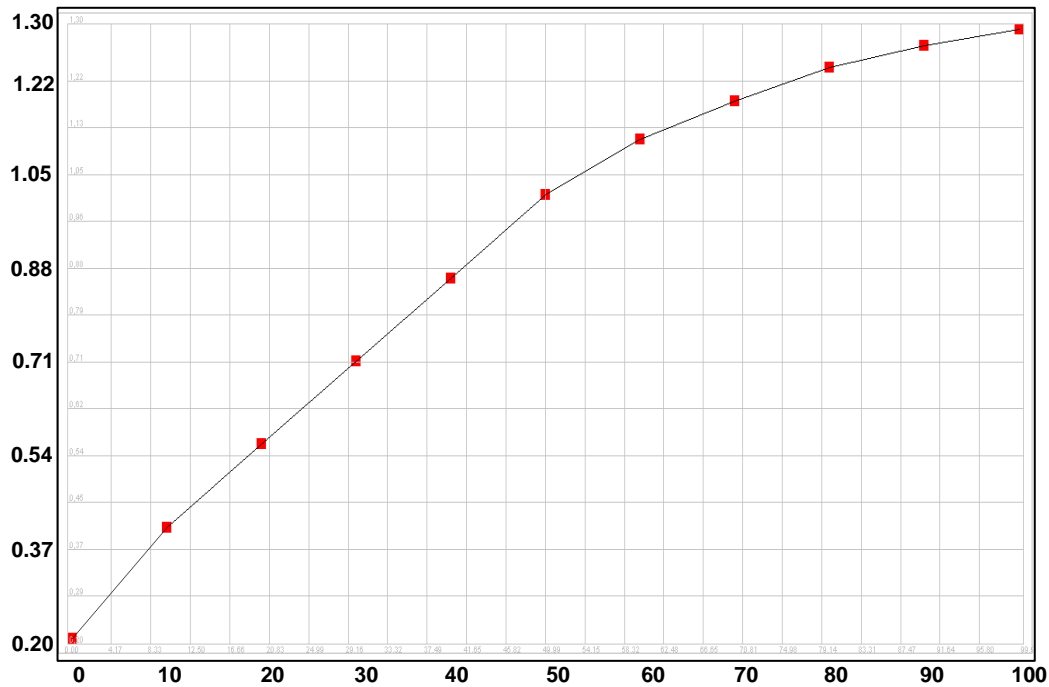


X	Y
-60.0	0.35
-50.0	0.4
-40.0	0.55
-30.0	0.66
-25.0	0.7
-20.0	0.74
-15.0	0.79
-10.0	0.85
-5.0	0.92
0.0	1.0
10.0	1.05

Curve 34: Employee Sales Skills → Sales Performance due to Sales Skills

X-Axis: Employee Sales Skills (Index)

Y-Axis: Sales Performance due to Sales Skills (Factor)

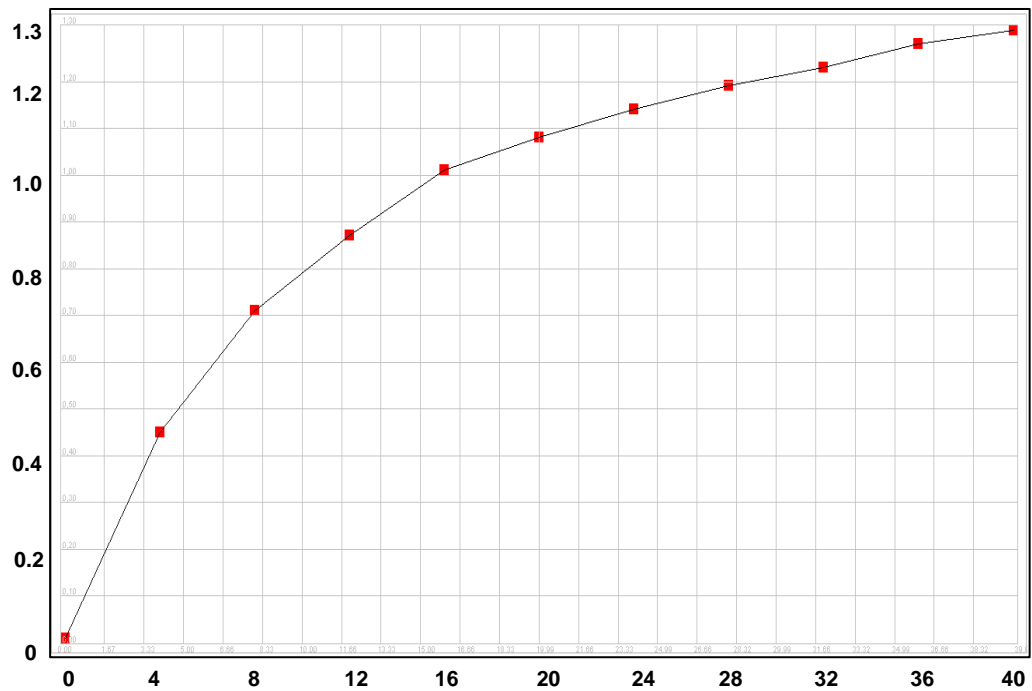


X	Y
0.0	0.2
10.0	0.4
20.0	0.55
30.0	0.7
40.0	0.85
50.0	1.0
60.0	1.1
70.0	1.17
80.0	1.23
90.0	1.27
100.0	1.3

Curve 35: Employee Time with Account → SP due to Time [TF]

X-Axis: Employee Time with Account (Days)

Y-Axis: Sales Performance due to Time (Factor) [Tube Feeds]

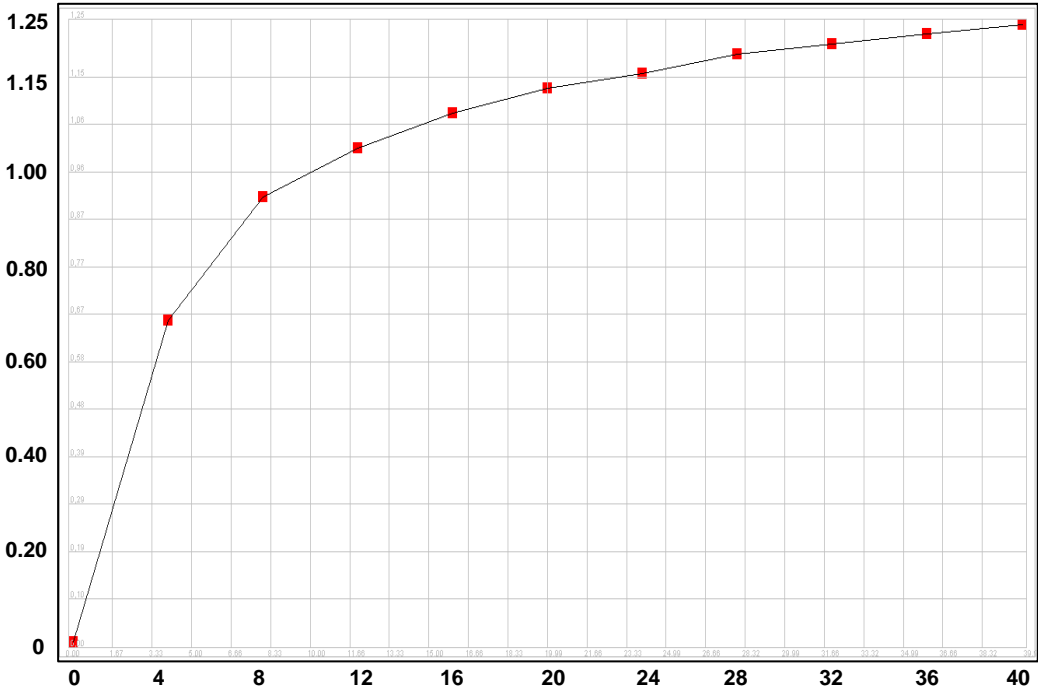


X	Y
0.0	0.0
4.0	0.44
8.0	0.7
12.0	0.86
16.0	1.0
20.0	1.07
24.0	1.13
28.0	1.18
32.0	1.22
36.0	1.27
40.0	1.3

Curve 36: Employee Time with Account → SP due to Time [ONS]

X-Axis: Employee Time with Account (Days)

Y-Axis: Sales Performance due to Time (Factor) [ONS]

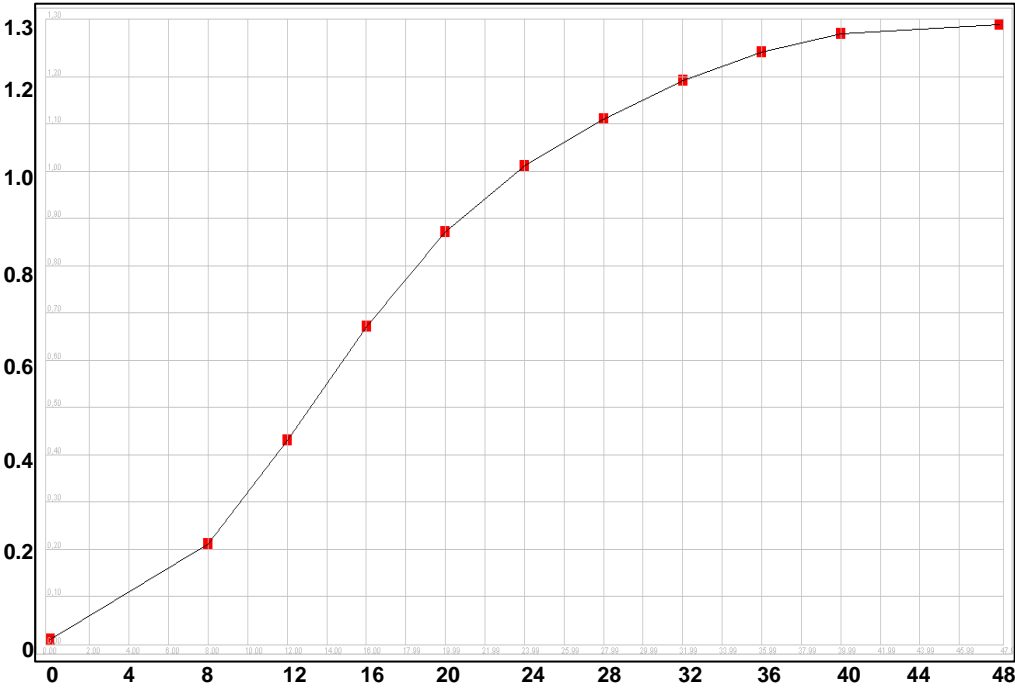


X	Y
0.0	0.0
4.0	0.65
8.0	0.9
12.0	1.0
16.0	1.07
20.0	1.12
24.0	1.15
28.0	1.19
32.0	1.21
36.0	1.23
40.0	1.25

Curve 37: Employee Time with Account → SP due to Time [DSP]

X-Axis: Employee Time with Account (Days)

Y-Axis: Sales Performance due to Time (Factor) [DSP]

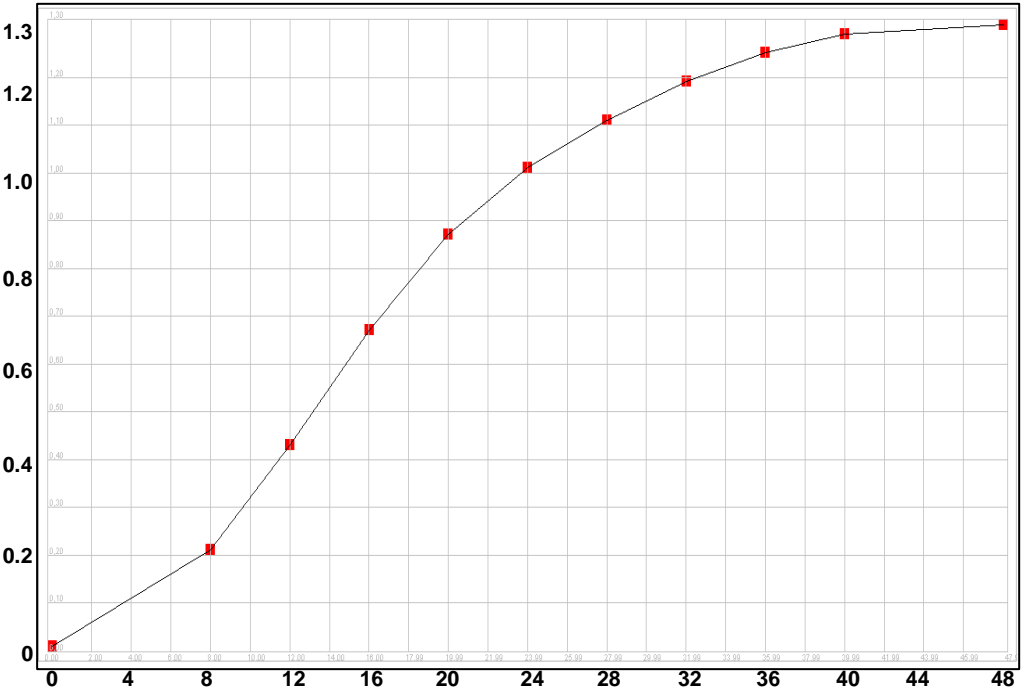


X	Y
0.0	0.0
8.0	0.2
12.0	0.42
16.0	0.66
20.0	0.86
24.0	1.0
28.0	1.1
32.0	1.18
36.0	1.24
40.0	1.28
48.0	1.3

Curve 38: Employee Time with Account → SP due to Time [Peds]

X-Axis: Employee Time with Account (Days)

Y-Axis: Sales Performance due to Time (Factor) [Peds]

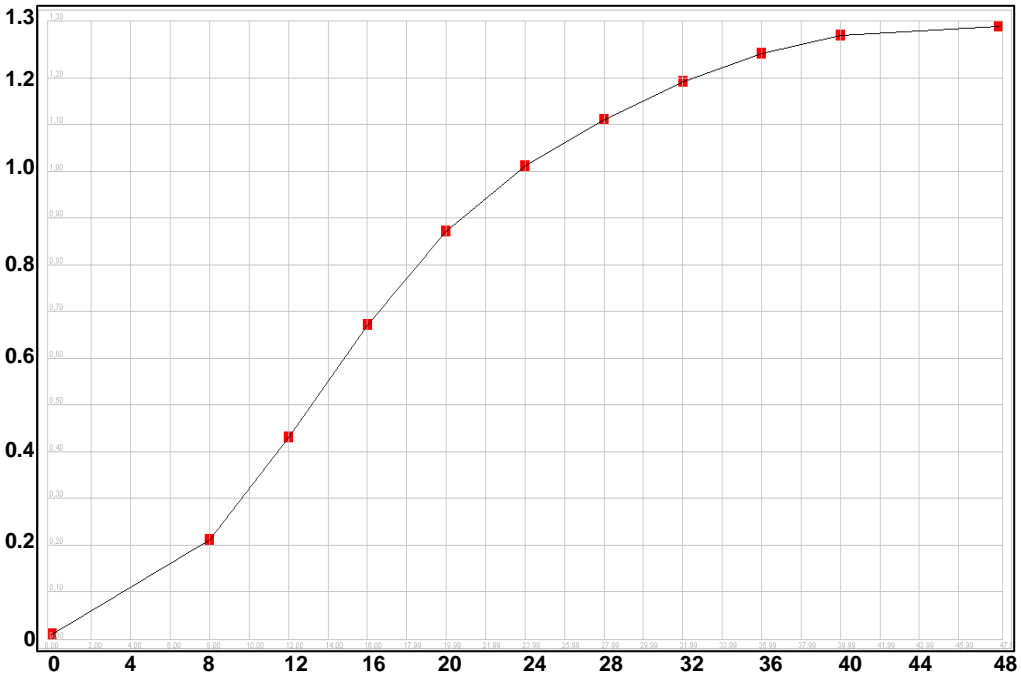


X	Y
0.0	0.0
8.0	0.2
12.0	0.42
16.0	0.66
20.0	0.86
24.0	1.0
28.0	1.1
32.0	1.18
36.0	1.24
40.0	1.28
48.0	1.3

Curve 39: Employee Time with Account → SP due to Time [DSP 2]

X-Axis: Employee Time with Account (Days)

Y-Axis: Sales Performance due to Time (Factor) [DSP 2]

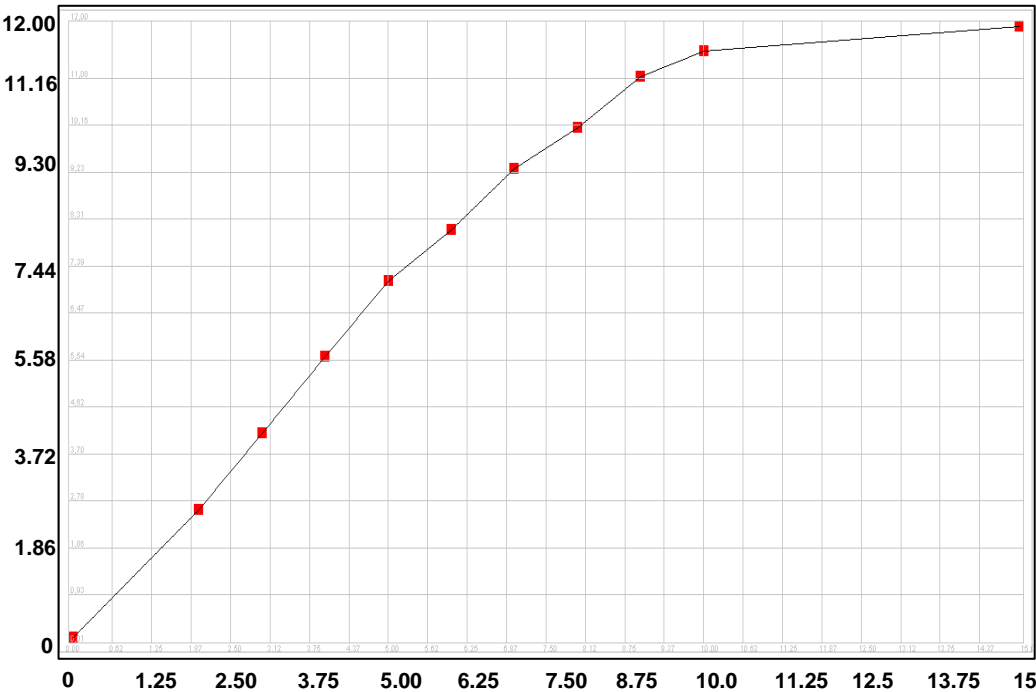


X	Y
0.0	0.0
8.0	0.2
12.0	0.42
16.0	0.66
20.0	0.86
24.0	1.0
28.0	1.1
32.0	1.18
36.0	1.24
40.0	1.28
48.0	1.3

Curve 40: Field Work Per Account → Total Sales Performance due to Field Work

X-Axis: Field Work per Account (Days)

Y-Axis: Total Sales Performance due to Field Work (Delta)

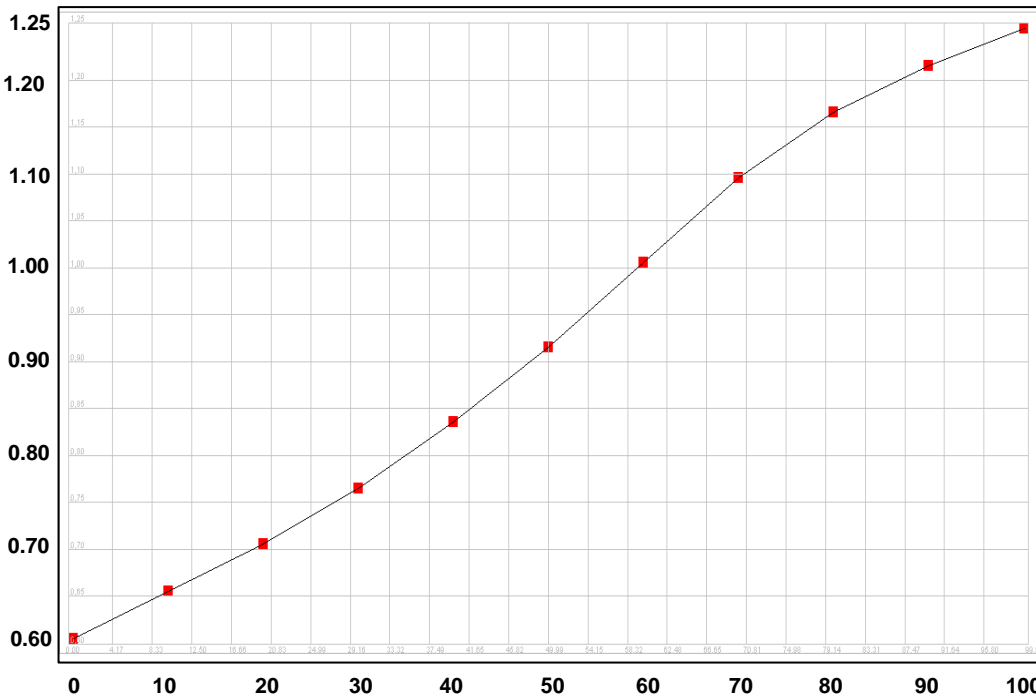


X	Y
0.0	0.0
2.0	2.5
3.0	4.0
4.0	5.5
5.0	7.0
6.0	8.0
7.0	9.2
8.0	10.0
9.0	11.0
10.0	11.5
15.0	12.0

Curve 41: Deployment Quality Index → TSP due to Deployment Quality

X-Axis: Deployment Quality Index (Index)

Y-Axis: Total Sales Performance due to Deployment Quality (Factor)

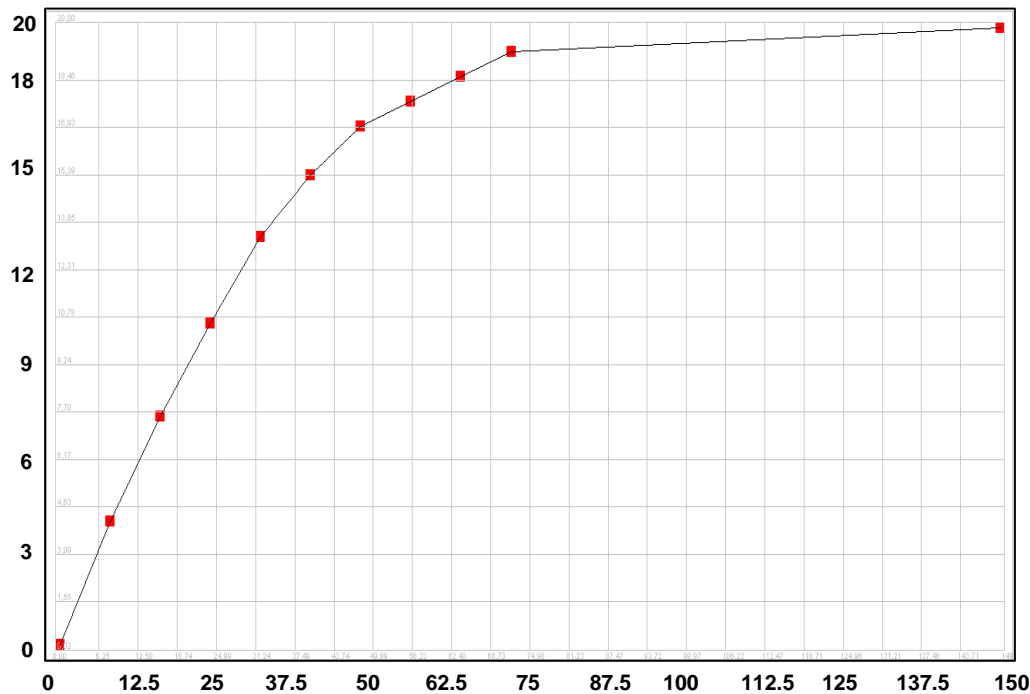


X	Y
0.0	0.6
10.0	0.65
20.0	0.7
30.0	0.76
40.0	0.83
50.0	0.91
60.0	1.0
70.0	1.09
80.0	1.16
90.0	1.21
100.0	1.25

Curve 42: Accumulated Field Work → Sales Skills Index

X-Axis: Accumulated Field Work (Days)

Y-Axis: Sales Skills Index (Index)

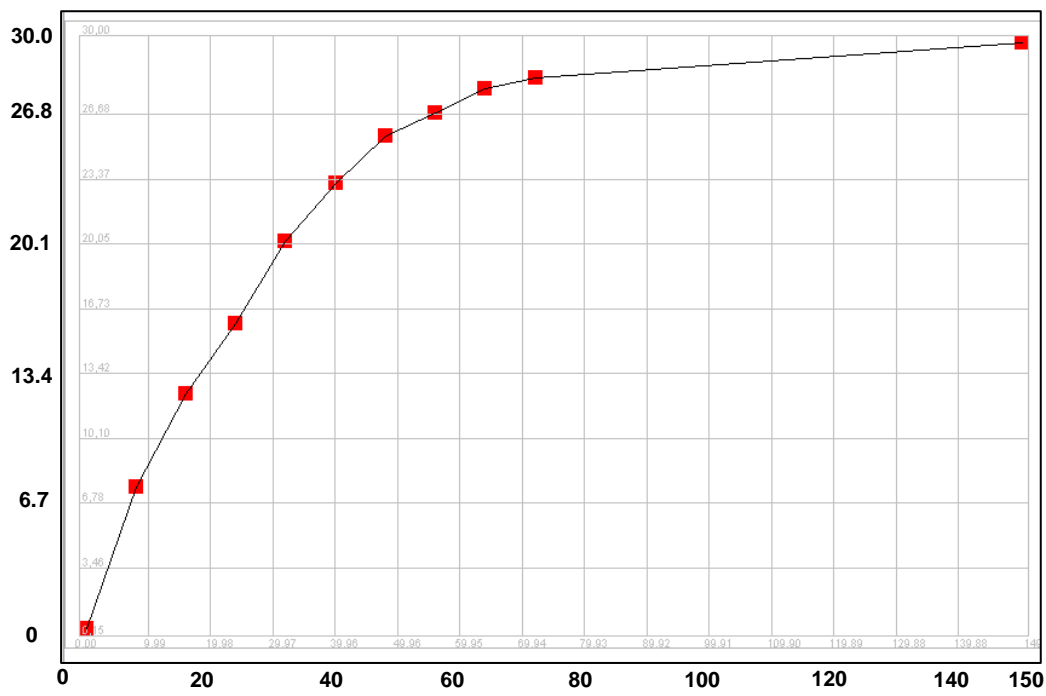


X	Y
0.0	0.0
8.0	4.0
16.0	7.4
24.0	10.4
32.0	13.2
40.0	15.2
48.0	16.8
56.0	17.6
64.0	18.4
72.0	19.2
150.0	20.0

Curve 43: Accumulated Sales Training → Sales Skills Index

X-Axis: Accumulated Sales Training (Days)

Y-Axis: Sales Skills Index (Index)

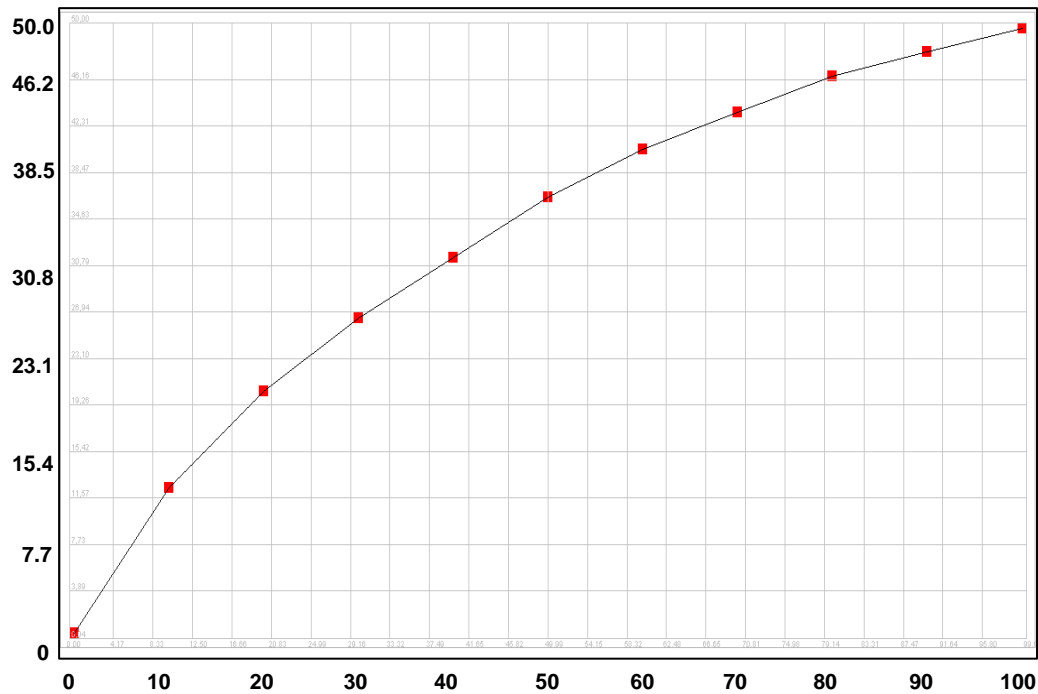


X	Y
0	0
8	7.2
16	12
24	15.6
32	19.8
40	22.8
48	25.2
56	26.4
64	27.6
72	28.2
150	30

Curve 44: Experience Index PP → Sales Skills Index

X-Axis: Experience Index Previous Period (Index)

Y-Axis: Sales Skills Index (Index)

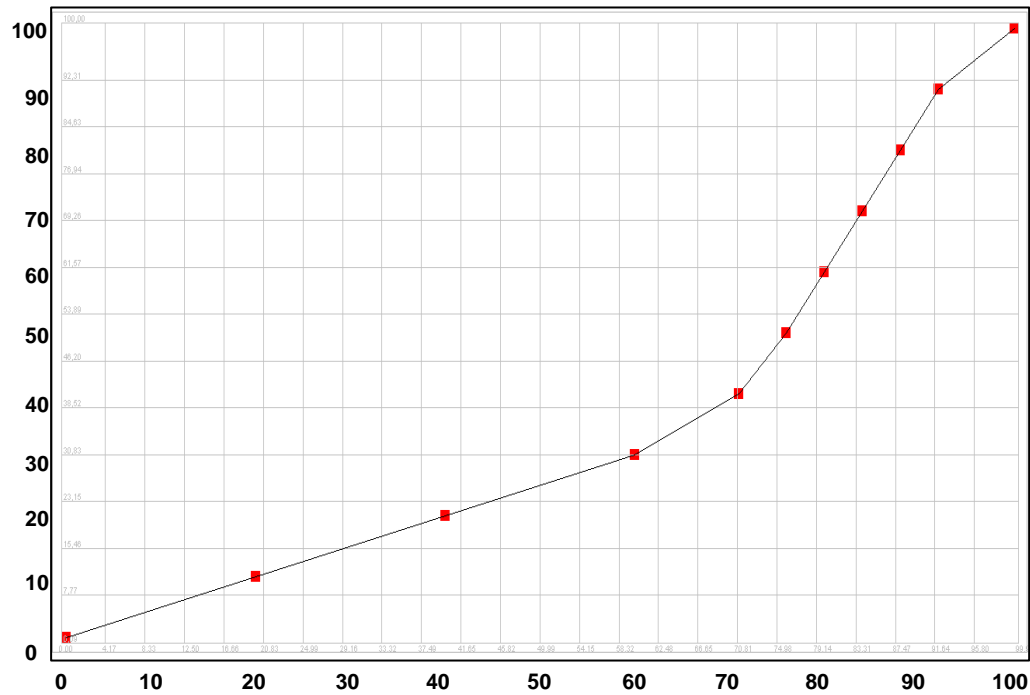


X	Y
0.0	0.0
10.0	12.0
20.0	20.0
30.0	26.0
40.0	31.0
50.0	36.0
60.0	40.0
70.0	43.0
80.0	46.0
90.0	48.0
100.0	50.0

Curve 45: Average Customer Relationship → Success Value

X-Axis: Average Customer Relationship (Index)

Y-Axis: Success Value (Delta)

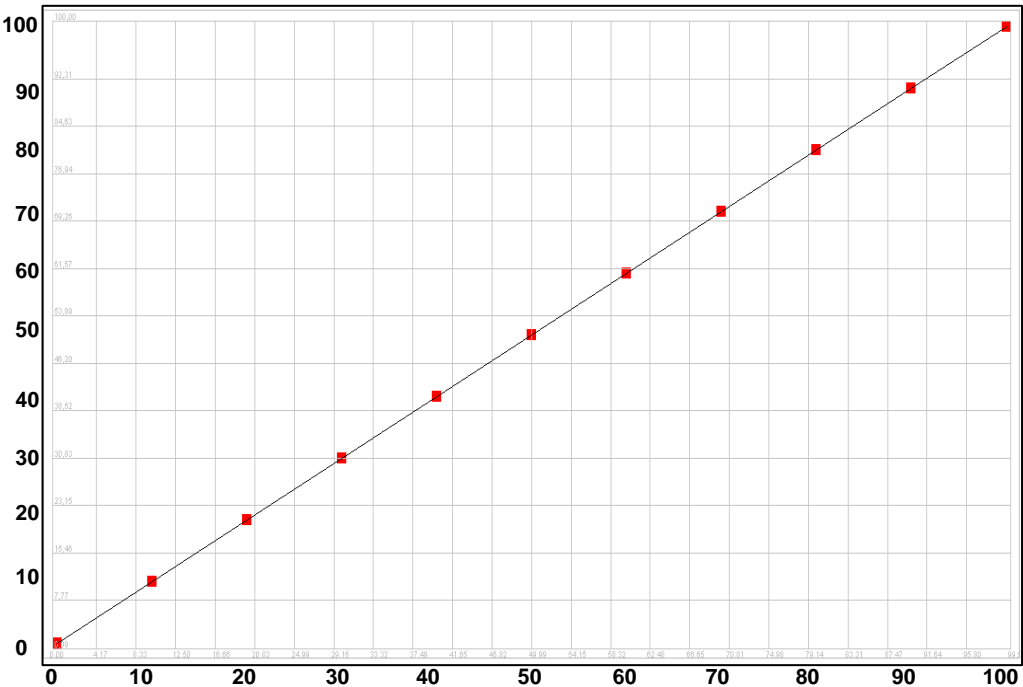


X	Y
0.0	0.0
20.0	10.0
40.0	20.0
60.0	30.0
71.0	40.0
76.0	50.0
80.0	60.0
84.0	70.0
88.0	80.0
92.0	90.0
100.0	100.0

Curve 46: Average Motivation → Success Value

X-Axis: Average Motivation (Index)

Y-Axis: Success Value (Delta)

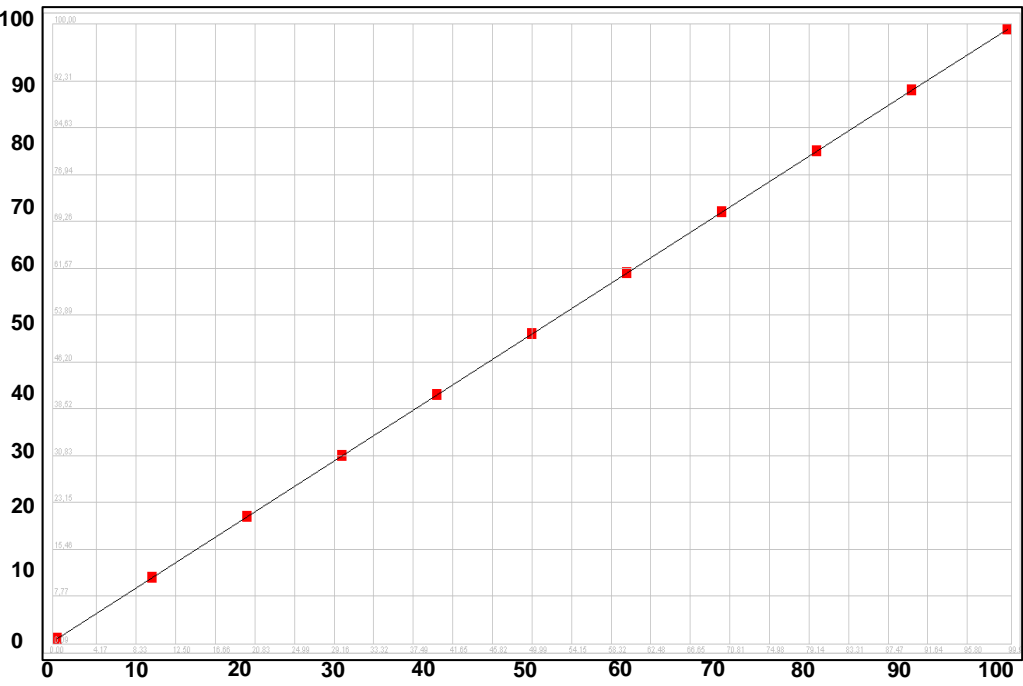


X	Y
0.0	0.0
10.0	10.0
20.0	20.0
30.0	30.0
40.0	40.0
50.0	50.0
60.0	60.0
70.0	70.0
80.0	80.0
90.0	90.0
100.0	100.0

Curve 47: Average Product Knowledge → Success Value

X-Axis: Average Product Knowledge (Index)

Y-Axis: Success Value (Delta)

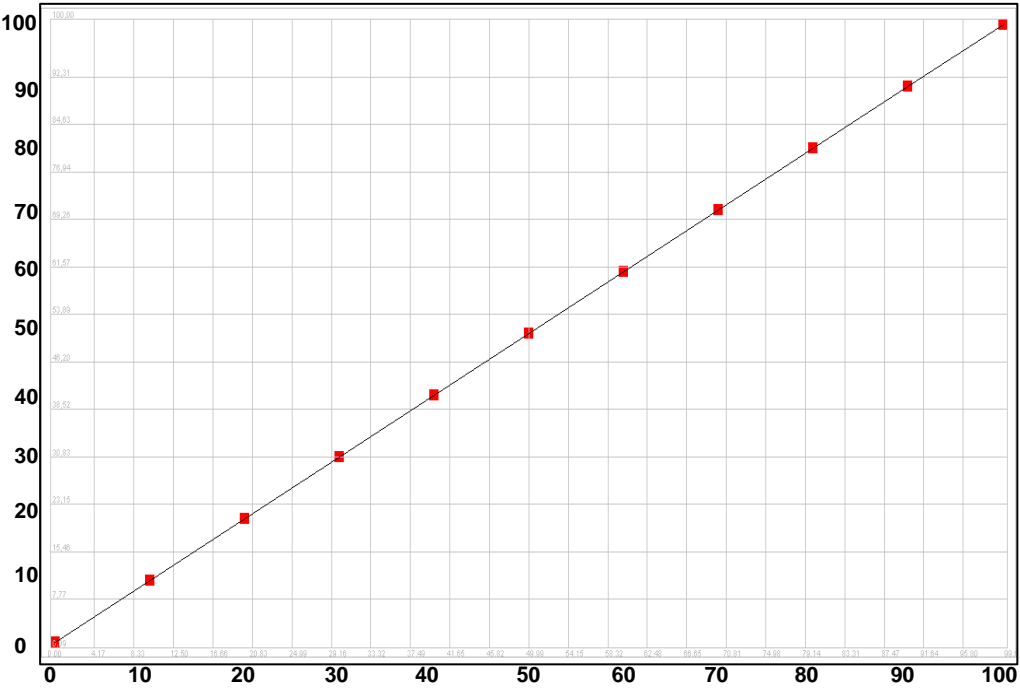


X	Y
0.0	0.0
10.0	10.0
20.0	20.0
30.0	30.0
40.0	40.0
50.0	50.0
60.0	60.0
70.0	70.0
80.0	80.0
90.0	90.0
100.0	100.0

Curve 48: Average Sales Skills → Success Value

X-Axis: Average Sales Skills (Index)

Y-Axis: Success Value (Delta)

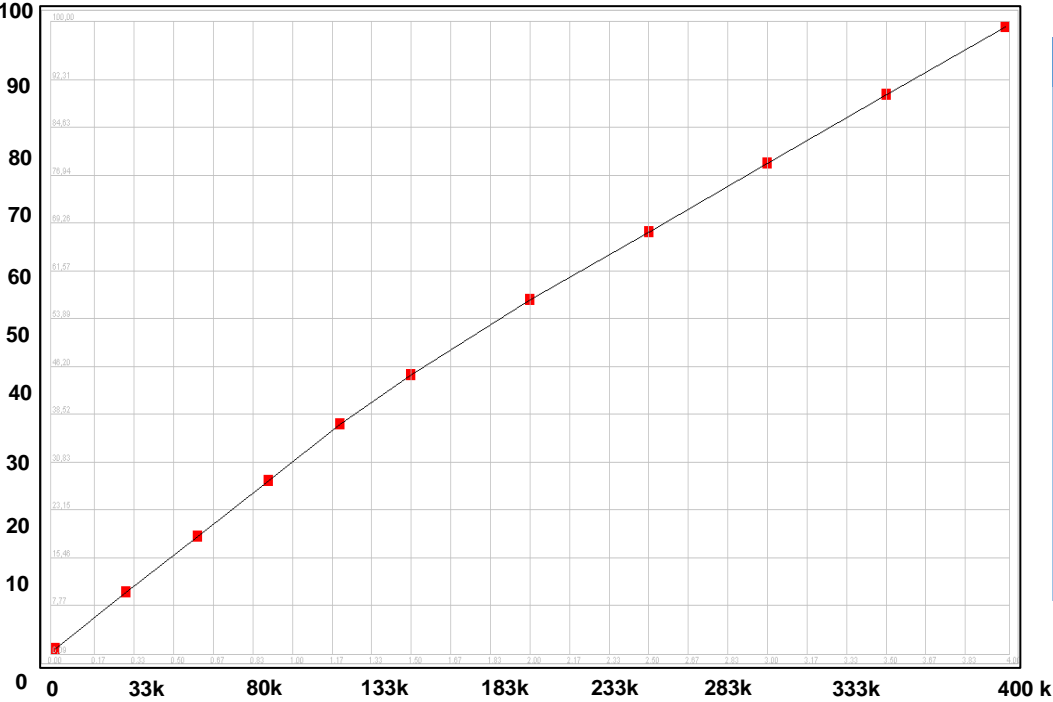


X	Y
0.0	0.0
10.0	10.0
20.0	20.0
30.0	30.0
40.0	40.0
50.0	50.0
60.0	60.0
70.0	70.0
80.0	80.0
90.0	90.0
100.0	100.0

Curve 49: Contribution Margin → Success Value (Delta) [Level 2]

X-Axis: Contribution Margin (GC)

Y-Axis: Success Value (Delta)

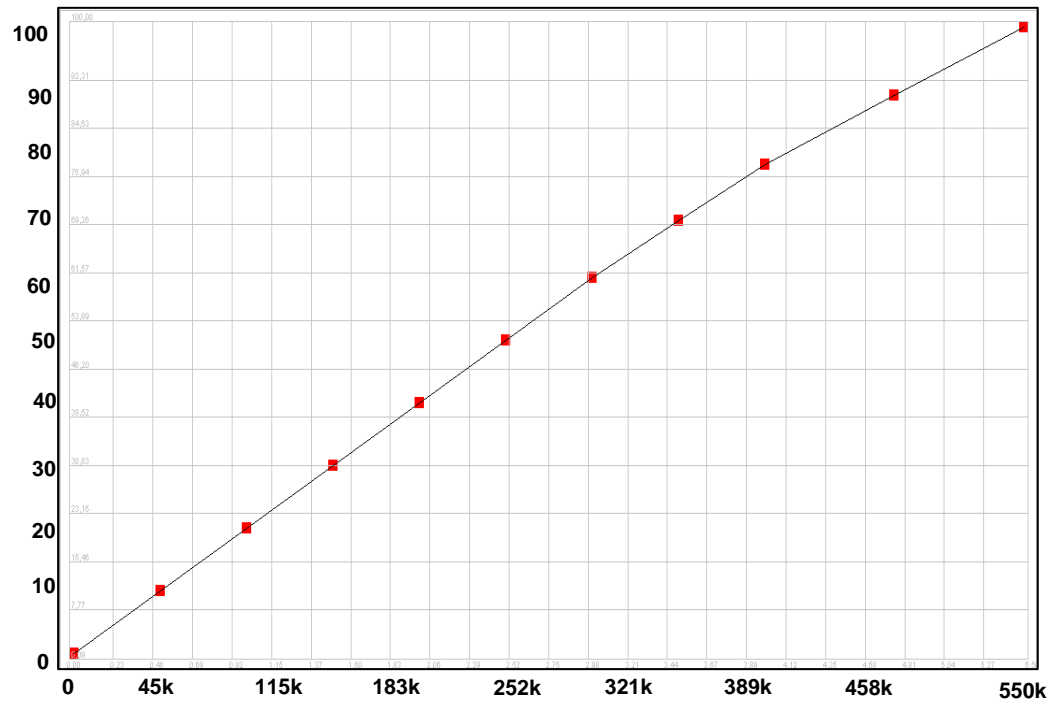


X	Y
0.0	0.0
30,000.0	9.0
60,000.0	18.0
90,000.0	27.0
120,000.0	36.0
150,000.0	44.0
200,000.0	56.0
250,000.0	67.0
300,000.0	78.0
350,000.0	89.0
400,000.0	100.0

Curve 49: Contribution Margin → Success Value (Delta) [Level 3]

X-Axis: Contribution Margin (GC)

Y-Axis: Success Value (Delta)

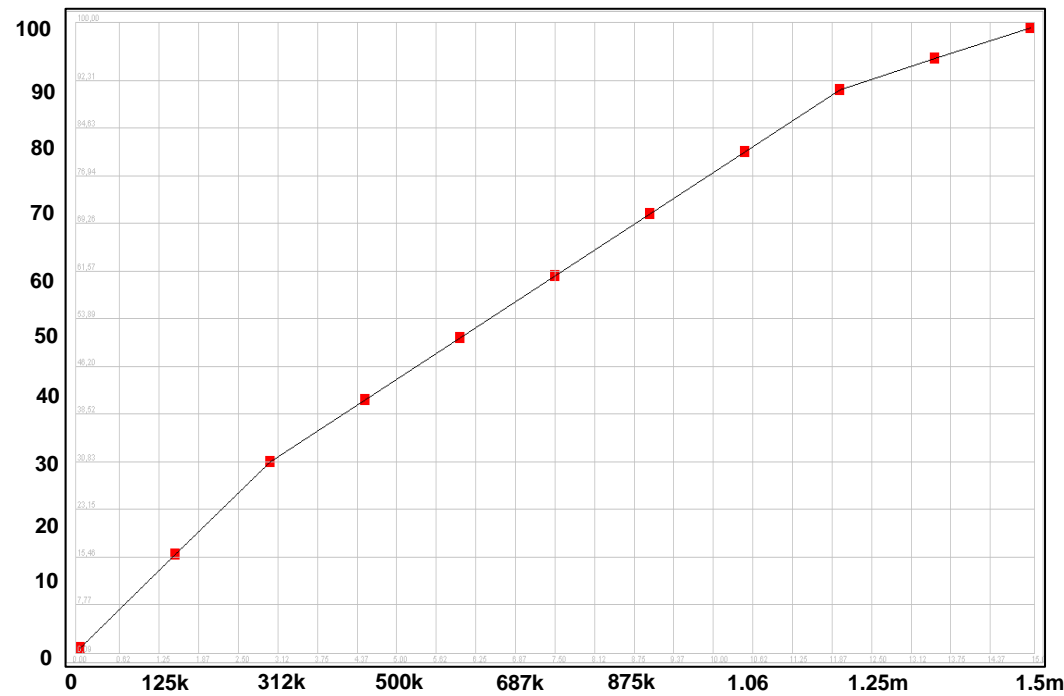


X	Y
0.0	0.0
50,000.0	10.0
100,000.0	20.0
150,000.0	30.0
200,000.0	40.0
250,000.0	50.0
300,000.0	60.0
350,000.0	69.0
400,000.0	78.0
475,000.0	89.0
550,000.0	100.0

Curve 50: Total Revenue → Success Value (Delta) [Level 2]

X-Axis: Total Revenue (GC)

Y-Axis: Success Value (Delta)

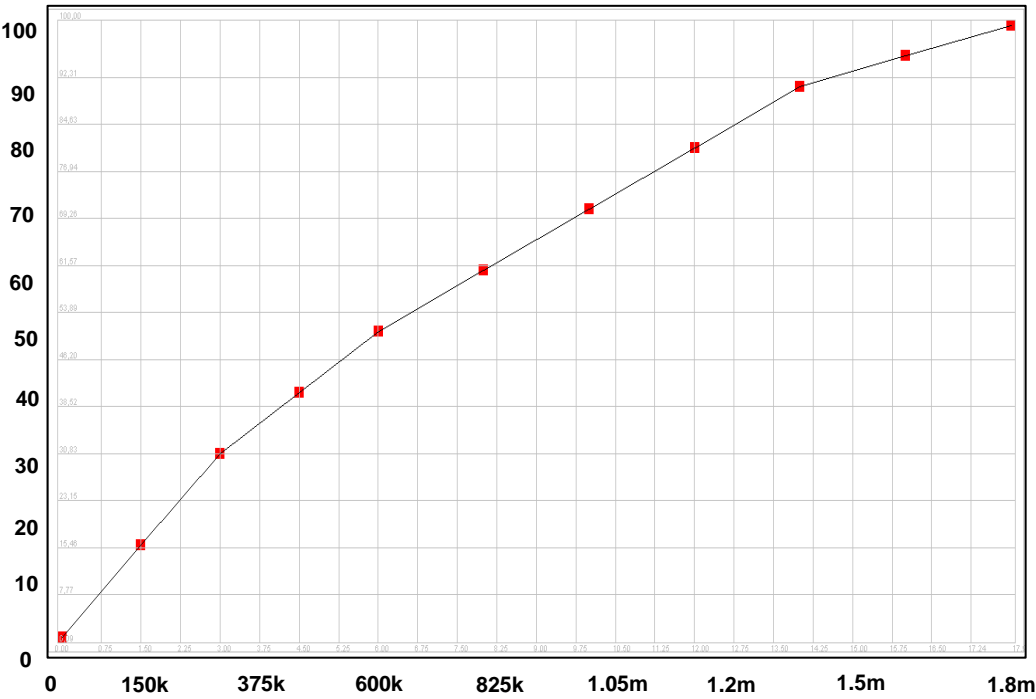


X	Y
0.0	0.0
150,000.0	15.0
300,000.0	30.0
450,000.0	40.0
600,000.0	50.0
750,000.0	60.0
900,000.0	70.0
1,050,000.0	80.0
1,200,000.0	90.0
1,350,000.0	95.0
1,500,000.0	100.0

Curve 50: Total Revenue → Success Value (Delta) [Level 3]

X-Axis: Total Revenue (GC)

Y-Axis: Success Value (Delta)



X	Y
0.0	0.0
150,000.0	15.0
300,000.0	30.0
450,000.0	40.0
600,000.0	50.0
800,000.0	60.0
1,000,000.0	70.0
1,200,000.0	80.0
1,400,000.0	90.0
1,600,000.0	95.0
1,800,000.0	100.0