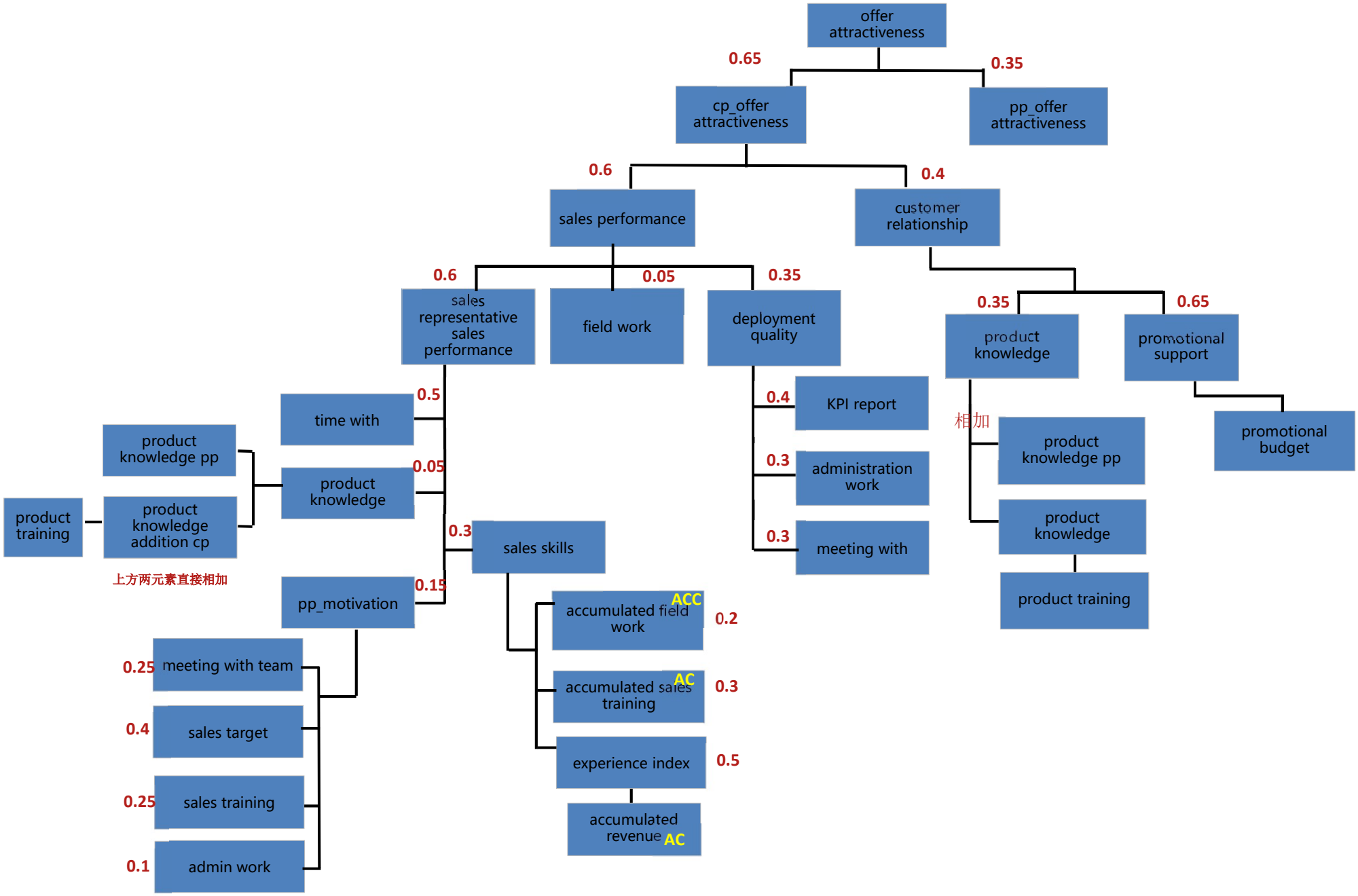
offer attractiveness
0.65
0.35
cp_offer attractiveness
pp_offer attractiveness
0.6
0.4
sales performance
customer relationship
0.6
0.05
0.35
sales representative sales performance
field work
deployment quality
0.35
0.65
product knowledge
promotional support
0.5
time with
0.4
KPI report
相加
product knowledge pp
promotional budget
product knowledge pp
0.05
product knowledge
0.3
administration work
product knowledge
product training
product knowledge addition cp
0.3
sales skills
0.3
meeting with
上方两元素直接相加
0.15
pp_motivation
ACC
accumulated field work
0.2
0.25
meeting with team
AC
accumulated sales training
0.3
0.4
sales target
experience index
0.5
0.25
sales training
accumulated revenue
AC
0.1
admin work