Designing Sales Incentive and Commission Schemes

Human Resource (HR) Management

Course Overview

Designing Sales Incentive and Commission Schemes: a 5-day professional training course from LTC Consultants, delivered in-classroom across Africa and live...

What You Will Achieve

- Explain the core principles and current good practice in Designing Sales Incentive and Commission Schemes
- Apply practical tools and techniques for Designing Sales Incentive and Commission Schemes in your own organisation
- Analyse real-world scenarios and select the right approach with confidence
- Avoid the common pitfalls that undermine Designing Sales Incentive and Commission Schemes in practice
- Build a personal action plan to implement what you have learned

Who Should Attend

Directors, senior managers, heads of department, team leaders and high-potential professionals preparing for greater leadership responsibility.

Course Outline

1. Setting the scene: Designing Sales Incentive and Commission Schemes in today's organisation
2. Key concepts and the language of Designing Sales Incentive and Commission Schemes
3. Frameworks and good practice that deliver results
4. Hands-on application: workshop exercises and cases
5. Problem-solving clinic: participants' real challenges
6. Integrating Designing Sales Incentive and Commission Schemes with day-to-day operations
7. Reporting, metrics and demonstrating value
8. Action planning: your first 90 days after the course

Upcoming Dates and Fees

DATES	VENUE	FEE (PER DELEGATE)
2 to 6 Nov 2026	Windhoek	**$1,550**
9 to 13 Nov 2026	Dar es Salaam	**$1,650**
23 to 27 Nov 2026	Gaborone	**$1,450**
30 Nov to 4 Dec 2026	Kigali	**$1,550**

LTC Consultants
Suite 601, Block 2, Monument Office Park, 79 Steenbok Ave, Monument Park, Pretoria, 0181, South Africa
+27 68 403 2806 | info@ltcconsultants.net | ltcconsultant.co.za
Every delegate receives a Certificate of Attendance. Group and in-house rates available on request.