

141 Views | 2 CrossRef citations to date | 0 Altmetric

Original Articles

An Utility Based Framework for Evaluating the Financial Impact of Sales Force Training Programs

Earl D. Honeycutt Jr., Kiran Karande, Ashraf Attia & Steven D. Maurer

Pages 229-238 | Published online: 24 Oct 2013

Cite this article

Sample our
Economics, Finance,
Business & Industry Journals

>> [Sign in here](#) to start your access to the latest two volumes for 14 days

References Citations Metrics Deposits & Permissions [Read this article](#)

We Care About Your Privacy

We and our 855 partners store and access personal data, like browsing data or unique identifiers, on your device. Selecting "I Accept" enables tracking technologies to support the purposes shown under "we and our partners process data to provide," whereas selecting "Reject All" or withdrawing your consent will disable them. If trackers are disabled, some content and ads you see may not be as relevant to you. You can resurface this menu to change your choices or withdraw consent at any time by clicking the ["privacy preferences"] link on the bottom of the webpage [or the floating icon on the bottom-left of the webpage, if applicable]. Your choices will have effect within our Website. For more details, refer to our Privacy Policy. [Here](#)

We and our partners process data to provide:

- I Accept
- Reject All
- Show Purpose



People also read

Recommended articles

Cited by
2

Information for

- Authors
- R&D professionals
- Editors
- Librarians
- Societies

Opportunities

- Reprints and e-prints
- Advertising solutions
- Accelerated publication
- Corporate access solutions

Open access

- Overview
- Open journals
- Open Select
- Dove Medical Press
- F1000Research

Help and information

- Help and contact
- Newsroom
- All journals
- Books

Keep up to date

Register to receive updates
by email



Copyright © 2024 Wolters Kluwer
All rights reserved.

Accredited by EQUIS, AACSB and AMBA

Registered in England
5 Howick Place, London WC1A 2DU

Wolters Kluwer & Francis Group
Wolters Kluwer is a leading global information business

