



## Correction to: Engaging a product-focused sales force in solution selling: interplay of individual- and organizational-level conditions

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The original article was published online with incorrect Table 3 layout. The correct table is shown below:

The original article has been corrected.

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The online version of the original article can be found at <https://doi.org/10.1007/s11747-020-00729-z>

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**Table 3** Respondent Demographics

SALESPEOPLE			CHAMPIONS			MANAGERS		
Sales Experience	N	Percent	Sales Experience	N	Percent	Sales Experience	N	Percent
5<	45	24.5	5<	8	34.8	5<	5	19.2
5-9	37	20.1	5-9	4	17.4	5-9	5	19.2
10-14	39	21.2	10-14	4	17.4	10-14	2	7.7
15-19	24	13	15-19	5	21.7	15-19	4	15.4
20-24	23	12.5	20-24	0	0	20-24	2	7.7
25>	16	8.7	25>	0	0	25>	4	15.4
<b>Total</b>	<b>184</b>	<b>100</b>	<b>Missing</b>	<b>2</b>	<b>8.7</b>	<b>Missing</b>	<b>4</b>	<b>15.4</b>
			<b>Total</b>	<b>23</b>	<b>100</b>	<b>Total</b>	<b>26</b>	<b>100</b>
Gender	N	Percent	Gender	N	Percent	Gender	N	Percent
Male	167	90.8	Male	21	91.3	Male	23	88.5
Female	10	5.4	Female	1	4.3	Female	1	3.8
Missing	7	3.8	Missing	1	4.3	Missing	2	7.7
<b>Total</b>	<b>184</b>	<b>100</b>	<b>Total</b>	<b>23</b>	<b>100</b>	<b>Total</b>	<b>26</b>	<b>100</b>
Education level	N	Percent	Education level	N	Percent	Education level	N	Percent
Master or higher	52	28.3	Master or higher	7	30.4	Master or higher	11	42.3
Bachelor	56	30.4	Bachelor	10	43.5	Bachelor	11	42.3
Vocational degree	36	19.6	Vocational degree	6	26.1	Vocational degree	3	11.5
High school	26	14.1	High school	0	0	High school	1	3.8
Other	13	7.1	Other	0	0	Other	0	0
Missing	1	.5	<b>Total</b>	<b>23</b>	<b>100</b>	<b>Total</b>	<b>26</b>	<b>100</b>
<b>Total</b>	<b>184</b>	<b>100</b>						
Education type	N	Percent	Education type	N	Percent	Education type	N	Percent
Technical degree	85	46.2	Technical degree	13	56.5	Technical degree	12	46.2
Business degree	50	27.2	Business degree	5	21.7	Business degree	10	38.5
Other	33	17.9	Other	4	17.4	Other	2	7.7
Missing	16	8.7	Missing	1	4.3	Missing	2	7.7
<b>Total</b>	<b>184</b>	<b>100</b>	<b>Total</b>	<b>23</b>	<b>100</b>	<b>Total</b>	<b>26</b>	<b>100</b>
Age	N	Percent	Age	N	Percent	Age	N	Percent
25<	1	.5	25<	0	0	25<	0	0
25 – 29	10	5.4	25 - 29	0	0	25 - 29	0	0
30-34	24	13	30-34	4	17.4	30-34	0	0
35-39	37	20.1	35-39	3	13	35-39	2	7.7
40-44	36	19.6	40-44	6	26.1	40-44	2	7.7
45-49	25	13.6	45-49	3	13	45-49	8	30.8
50-54	24	13	50-54	3	13	50-54	7	26.9
55-59	16	8.7	55-59	3	13	55-59	4	15.4
60>	11	6	60>	1	4.3	60>	1	3.8
<b>Total</b>	<b>184</b>	<b>100</b>	<b>Total</b>	<b>23</b>	<b>100</b>	<b>Missing</b>	<b>2</b>	<b>7.7</b>
						<b>Total</b>	<b>26</b>	<b>100</b>

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