
**ABSTRACT**

In spite of the intense interest in the area of sales force control (SFC), the literature is characterized by an absence of consensus on what constitutes good measurement of SFC. Among the various measurement scales, the scale developed by Babakus and his colleagues (Babakus et al. 1996) has gained wide acceptance. However, the BCCS scale’s (Babakus and Colleagues Control System – BCCS) measurement and operationalization has not been consistent across studies. Based on three different samples, the present study seeks to critically evaluate and cross-validate the measurement properties of the BCCS. The results show that a shortened 13-item version of the original BCCS scale performs better than the full version against several evaluation criteria.