

Review Form 3

Journal Name:	Asian Journal of Advanced Research and Reports
Manuscript Number:	Ms_AJARR_129102
Title of the Manuscript:	Exploring the Power of Intrinsic Motivation for Salespeople: The Case of Bangladesh Pharmaceuticals.
Type of the Article	REVIEW PAPER

PART 1: Comments

	Reviewer's comment	Author's Feedback <i>(Please correct the manuscript and highlight that part in the manuscript. It is mandatory that authors should write his/her feedback here)</i>
Please write a few sentences regarding the importance of this manuscript for the scientific community. A minimum of 3-4 sentences may be required for this part.	This paper holds significant importance for the research community, particularly in the fields of marketing, sales management in the pharmaceutical industries. By theoretically exploring the impact of intrinsic motivation on pharmaceutical sales teams, it addresses an often overlooked yet crucial factor for improving performance in the face of regulatory complexities and competitive pressures. It examines various intrinsic motivators that can enhance the sales performance of the sales teams. By demonstrating how intrinsic motivation can positively influence sales performance, the research offers actionable recommendations for sales managers to adopt motivational strategies that foster a deeper sense of purpose and engagement among their teams.	
Is the title of the article suitable? (If not please suggest an alternative title)	No. 'Power of intrinsic motivation and performance of Bangladesh Pharmaceuticals: Study of Sales Teams	
Is the abstract of the article comprehensive? Do you suggest the addition (or deletion) of some points in this section? Please write your suggestions here.	Abstract is well written	
Is the manuscript scientifically, correct? Please write here.	Yes	
Are the references sufficient and recent? If you have suggestions of additional references, please mention them in the review form.	Sufficient	
Is the language/English quality of the article suitable for scholarly communications?	YES	
<u>Optional/General</u> comments	Rewrite the introduction to delineate explicitly the knowledge gap. Author to be consistent with font style as required by journal template. Intext references should be number in line with journal template and then references must be listed at the end of the manuscript and numbered in the order that they appear in the text.	

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PART 2:

	<u>Reviewer's comment</u>	<u>Author's comment (if agreed with reviewer, correct the manuscript and highlight that part in the manuscript. It is mandatory that authors should write his/her feedback here)</u>
<u>Are there ethical issues in this manuscript?</u>	<u>(If yes, Kindly please write down the ethical issues here in details)</u>	

Reviewer Details:

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