



Financial Management Objective Homework

**Student
Class #**

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Name:

PAG
12

Academy

***I plan to accomplish the following objective
our next class on:***

May 8th, 2017

by

Profit and Cash Improvement

Objective:

Lexus

Department:

Action plan for achieving objective
What is the area of focus?
All Lexus operation(Sales, Service, BP)
What is the proposed plan? How will you achieve it?
Improve its profit and cash-flow and achieve the original profit target (\$191,000) we planned Nov, 2016.
At first, I analyze the actual situation and compare KPIs with that of Toyota Dept and find the room of improvement.
Then, set the revised target and work with Lexus Managers.
How will you track your progress? What measurements, KPI's? How often will you track?
Have meeting 2 times a month and review KPIs monthly.
Main KPIs are Gross Profit of each area (sales, service and BP), inventory days and Service Proficiency.
Who are the employees that will be involved, or impacted? Will they require training or assistance?
Sales, Service and Marketing Managers. I have to discuss countermeasures with them.
Is there a cost, or estimated cost for implementation?
No
Projected date of completion?
The end of the year.