



Financial Management Objective Homework

Student **Name:** **Academy**
Class #

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

Provide the relevant composite data

Department	Month	Page	Column
Parts			

Action plan for achieving objective
What is the area of focus? Properly Tracking Loss Sales on the front and back parts counter
What is the proposed plan? How will you achieve it? To have correct data on loss sales in order to
Add inventory as our phase in guidelines are met. This will be done by meeting with each team
Member and making sure that they all understand what we consider a loss sale, and make sure this is
Done with consistency.
How will you track your progress? What measurements, KPI's? How often will you track?
CDK Drive. This will be reviewed daily for the first month until our Parts Manager can feel confident
In the progress of each parts salesman.
Who are the employees that will be involved, or impacted? Will they require training or assistance?
The entire parts department and some of service.
Is there a cost, or estimated cost for implementation? No

Projected date of completion? 5/31/17

Jan.	Feb.	March	April	May	June
July	Aug.	Sept.	Oct.	Nov.	Dec.