



Financial Management Objective Homework

**Student
Class #**

Amber Hill

Name:

NA325
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Academy

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

Increase the back end % of sales by 25%
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by

**Provide the relevant
composite data**

Department	Mont h	Page	Colum n
Finance Department	April		

Action plan for achieving objective
What is the area of focus?
The finance department
What is the proposed plan? How will you achieve it?
To increase the sales of backend products. I will achieve it by making sure to have a menu on every deal and to increase training for the sales people on backend tools.
How will you track your progress? What measurements, KPI's? How often will you track?
I will track my progress by tracking how much we are selling on every deal and which salesman is selling what.
Who are the employees that will be involved, or impacted? Will they require training or assistance?
All of the salesmen and the sales manager. Since we have the salesmen offer the backend products we will have to do additional training if they are not hitting
Is there a cost, or estimated cost for implementation?
No cost to get this done.
Projected date of completion? Jan 1 2018

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