



## Financial Management Objective Homework

**Student  
Class #**

Tom Giddings

**Name:**

325-1  
7

**Academy**

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

**by**

**Provide the relevant  
composite data**

Department	Month	Page	Column
Sales	5		

<b>Action plan for achieving objective</b>
<b>What is the area of focus?</b>
My area of focus was on the Sales department and their lack of computers to be able to keep the Salesmen productive on the Internet answering leads.
<b>What is the proposed plan? How will you achieve it?</b>
The Proposed plan is to install 8 to 11 more computers in the New car showroom to be able to account for all the salesmen. To achive this we will need to move around desks and change the format of the showroom to fit the additional desks.
<b>How will you track your progress? What measurements, KPI's? How often will you track?</b>
I will be able to track my progress by looking at the Statement and the sales but also be able to track Personal performance on internet results through the CRM
<b>Who are the employees that will be involved, or impacted? Will they require training or assistance?</b>
The employees involved would be the Sales Department, GM, GSM, and our IT professional to set up The computers
<b>Is there a cost, or estimated cost for implementation?</b>
Yes, there will be a cost for the computers and desks. An estimate will be gotten

**Projected date of completion?** Projected to complete all installation by August

<b>Jan.</b>	<b>Feb.</b>	<b>March</b>	<b>April</b>	<b>May</b>	<b>June</b>
<b>July</b>	<b>Aug.</b>	<b>Sept.</b>	<b>Oct.</b>	<b>Nov.</b>	<b>Dec.</b>