

# Departmental Action Plan Template

Student Name: Michael Winding

Class & Student Number: N341

Academy Week (Var II):

Current situation or challenge you want to address: (must be quantifiable)

Currently our New Vehicle inventory turn is @ 70 days.

Overall Objective and **Specific** Desired Results:

We would like to turn our inventory 60 days, I believe it is achievable.

Describe your action plan in detail (be specific and include before and after **Measurements**)

**Have the wrong inventory at the wrong time contributes to slow sales and slow turn.**

**Currently we carry 120 units and we are averaging 43 new units month retail.**

**If we carry 85 of the right inventory mix and sell our average 43 retail units we will accomplish a 60 day turn and also benefit in a floor plan profit instead of an expense.**

## **Timeline:**

Describe specific short term and longterm checkpoints to monitor progress

This will take 60 days of inventory management and specific ordering.

We will have meetings with the inventory manager every week until we get to the volume levels that are desired to accomplish this.

We will also meet and review all allocations and ordering weekly.

If we order what we sale our turn will be faster.

## Meeting with Stakeholders (dealership personnel)

Describe what behavior change is needed to support desired goal. Address required coaching, training and/or consequences (PINO, Gain, Pain). Include timelines / Accountability / Monitoring process

- a. Who: inventory manager has to follow the guidelines when it come to ordering new inventory, order what we sale.
- b. What: We will achieve a 60 day turn by ordering the correct product and staying disciplined and focused with inventory management.
- c. By When: 60 days from todays date 05/22/2019 we should accomplish this.
- d. How: Setting processes to monitor the progress of new car inventory and turn.
- e. Have accountability meetings when it come's to order wrong product. Push the sale department to advertise aggressively so that our volume does not drop.

## Dealer agreement:

If you need your sponsors support or approval to implement your plan, have it signed off before you start. If you can proceed on your own, present this action plan to your sponsor before next class. Describe the meeting:

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