



Financial Management Objective Homework

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Class # 326

I plan to accomplish the following objective by our next class on: Increase our used car volume

Provide the relevant composite data

Department	Month	Page	Column
Used	Jun - Nov.	21	

Action plan for achieving objective
What is the area of focus?
Used Cars
What is the proposed plan? How will you achieve it?
The proposed plan is to increase used car sales volume. I will achieve it by keeping a very close eye on competitor's prices and decreasing margins where necessary in order to make sure our prices are extremely competitive.
How will you track your progress? What measurements, KPI's? How often will you track?
I will track progress by monitoring number of cars sold on a weekly basis.
Who are the employees that will be involved, or impacted? Will they require training or assistance?
Employees that are involved are used car personnel. At this point no training will be implemented/utilized but training could be utilized in the near future.
Is there a cost, or estimated cost for implementation? No.
Projected date of completion? By November, I would like to see an increase in our monthly sales volume by 10 cars.

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