

Departmental Action Plan Template

Student Name: JOSH KAMPMANN

Class & Student Number: N347

Academy Week (Var II): WEEK5

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

My current situation is our sales efficiency is 85.5%. I have to get the store to 90% by march 2020.

Overall Objective and **Specific** Desired Results:

Get our sales efficiency to 90% or higher.

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

Looking at all the areas of opportunity. We are missing on certain core models.

Rav4, Camry and Highlander. These are our 3 models under performing.

Rav4 we need to sell 15 additional units.

Camry-we need to sell 8 additional units.

Highlander-we need to sell 6 additional units.

Timeline:

Describe specific short term and long term checkpoints to monitor progress

This is a monthly goal that is going to be measure and shared with the sales management staff.

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: **GSM**
- b. What: **Hit our sales goals on these 3 core models.**
- c. By When: **NOV 1st**
- d. How: **Make sure we have the right model mix and train on these models. Analyze our inventory mix to the market by using conquest in vAuto. Do weekly Kahoot on these models. And walk around training.**

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:
