Departmental Action Plan

Dealership WALNUT CREEK HONDA   **Student Name** ALAN YUN

Academy Week PARTS - WEEK 2   **Class & Student Number** N357

Current Situation

We have recently implmented a new pricing matrix in the parts department on parts of different sources. However, not all parts are effectively priced and many of the pricing on the matrix are only based on an offset between either list, or cost, etc.

Overall Objective:

Implement a way to price parts effective, as well as look at what is actually being sold/bought and price those accordingly. Also, we need to identify whether all items should be affected by the matrix, or if certain items should always be at a certain flat price.

Proposed Timeline

The implementation does not take a long time. It does not take that long to see which items should be moved, or when they should be moved. However, knowing whether the move is effective or not will require some analysis and that could only be done on a monthly basis - so we have a bigger sample size.

Action Plan

We will need to review prices as well as check with service advisors / cashiers to see if there are compliants on the prices, as well as making usre that people are still happy with the service and the product and that we are not pricing our market out.

Requirements

1. Meeting with Dealer: ✓

   Action Proposed: *Create a new "source" for "special" pricing*

2. Meeting with stakeholder(s) (dealership personnel): *Parts Mgr - told him this*
   Describe what is in place to support desired goal: *is what we will do, he*
   Training / Coaching / ±Consequences related to results / Pain & Gain *said ok*

3. Accountability: Monitoring progress:
   Who:
   What: *Parts Mgr & Me. check every week!*
   By When:
   How:

4. Describe checkpoints that have been established to measure progress:
   Daily / ~~Weekly~~ / Bi-weekly / Monthly /

   Date(s) for review:

5. Estimated cost for implementation: $0

Projected Date of Completion: 12/31/2019   **Sponsor Signature:** *G. S. WALTON*

Evaluation of Results: Include measured results.   **(± Metrics)**
Impact Areas:
Sales / Gross / Expenses / Net Profit / CSI /