

# Departmental Action Plan Template

Student Name: James Cory Russell

Class & Student Number: A03-15

Academy Week (Var II):

Current situation or challenge you want to address: (must be quantifiable) Stock what sells in inventory. Minimize the inventory that doesn't sell.

Overall Objective and **Specific** Desired Results: Increase sales by stocking the right inventory. Decrease holding cost and dealer trades.

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

- Utilize Power Dealer to Know what sells
- Inspect the inventory and get rid of aging inventory
- Select the proper inventory when ordering
- We have 185 vehicles available
- Of the vehicles available we need to reduce by 15  
-7 2009 qx80s, -3 q60s, -5 q50s.

## Timeline:

Describe specific short term and long term checkpoints to monitor progress. Complete in 30 days monitor in 60 and 90 days.

- Monitor sales
- Monitor types of sales
- Monitor aging inventory

Continue to compare holding cost

## 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: Fred and Cory
- b. What: Maintain a log of dealer trades and special request
- c. By When: immediately
- d. How: Day to Day

## 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:

**Great Idea. We should see results in Net and Sales.**

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