



Financial Management Objective Homework

Student Class # Chas Greer **Name:** N327 **Academy**

I plan to accomplish the following objective our next class on: Increase Honda Accessory Sales **by**

Provide the relevant composite data

Department	Month	Page	Column
Parts	Apr	39	10
	Jul	39	10

Action plan for achieving objective
What is the area of focus? Honda Accessory Sales
What is the proposed plan? How will you achieve it? Install ProPacks (Mud guard, cargo tray, and all
Season floor mats in all models (except Fit)
How will you track your progress? What measurements, KPI's? How often will you track?
Measure primary make accessory sales, month to month, and month to year. Monthly
Who are the employees that will be involved, or impacted? Will they require training or assistance?
Honda parts manager, service manager, and sales manager
Is there a cost, or estimated cost for implementation?
Parts prices, and whatever it takes to get those three to work together ☐
Projected date of completion? Never

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