



Financial Management Objective Homework

**Student
Class #**

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**Name:
N327-03**

N3270 3

Academy

***I plan to accomplish the following objective
our next class on:***

Week 3- Fixed Ops 2

by

**Provide the relevant
composite data**

Department	Mont h	Page	Colum n
Parts	June	38	8

Action plan for achieving objective
What is the area of focus?
Total parts department expense as a percentage of departmental gross. YTD Avg LOWER EXPENSES
What is the proposed plan? How will you achieve it?
Decrease the total parts and accessories expense as a percentage of departmental gross.
Increase lane traffic leading to more service R.O.'s written. Foster new vendor relationships
More vehicle inspections. This leads to more parts sold on more sold service and vendor sells.
How will you track your progress? What measurements, KPI's? How often will you track?
CSI Score. R.O.s per service employee. R.O.s per month. Vendor tickets written per month.
Tracking KPI's bi weekly.
Who are the employees that will be involved, or impacted? Will they require training or assistance?
Service writers, parts counter agents, parts and service managers. Technicians
Is there a cost, or estimated cost for implementation?
Personnel expense. Departmental expense. Potential increased advertising and/or training expense.

Projected date of completion? October 2017