

ACTION PLAN 4

LOSS SALES

Understanding a lost sale and the importance of this was quite difficult for me at first. Thankfully for this course it has helped my judgement and over all knowledge on loss sales and I will help ensure all of our employees are well educated on appropriate use of loss sales. The loss sales test was an eye opener for all of us at my dealership especially seeing the large difference in every one's thought on a loss sale. The decision tree was a big influence in perspective of how loss sales should be determined. I will continue helping my fellow employees in making the right decisions when it comes to loss sales because it can also create a serious problem with actual demands vs fake demands that will eventually result in poor inventory management and stocking levels. I will educate them that loss sales are to be taken seriously and help them understand what loss sales effect while logging them. I will tell them the pros and cons of a loss sale so they understand that it can create potential obsolescence. I plan to explain BSL and the life cycle of a part, also explain to them the importance of using proper source codes and the effects of not imputing the correct source for the correct part. I want all of my employees to expand their knowledge on everything this course had to offer me, and by doing so I believe we can be one of the best Honda dealerships in the country.