



# ADVISOR Enterprise Training Planning System



## Plan of Action Sample Report

Identifies actions needed to address a performance deficiency and attain missions/goals. Impact of plausible solutions as well as cost, benefits and return on investment (ROI) are also indicated.



Division: Sales Division			
Job Profile	Task	Recommended Solutions	Solution Impact on Goal
<b>Mission: Close Sales</b>			
Sales	Presentations	<b>Knowledge/Skills Training</b>	40.00%
		<b>New Tools</b>	10.00%
	Negotiations	<b>Job Redesign</b>	11.11%
		<b>Job-Aids</b>	16.67%
		<b>Work Related Feedback</b>	22.22%

\* Recommended Solution Dimmed = not linked to actual solutions