



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
Mission: Close Sales			
Sales	Presentations	Knowledge/Skills Training	40.00%
		New Tools	10.00%
	Negotiations	Job Redesign	11.11%
		Job-Aids	16.67%
		Work Related Feedback	22.22%

* Recommended Solution Dimmed = not linked to actual solutions