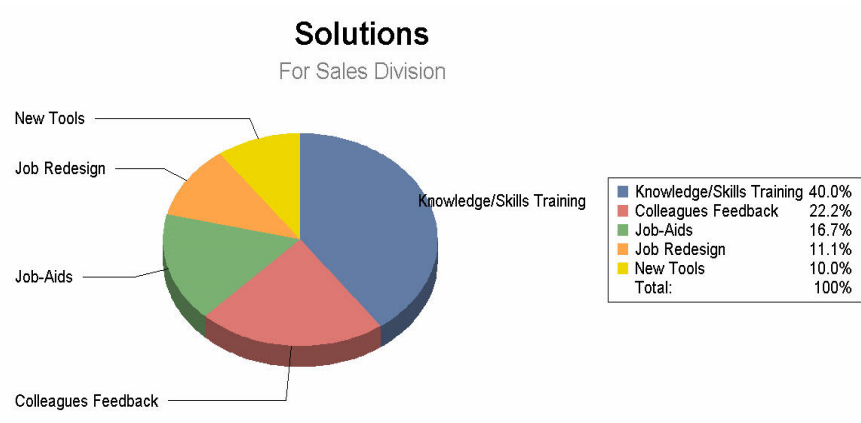




## Identify Actions Needed to Meet Goals Report

**Prepared by:** BNH Director  
**Date:** September 2017

Identifies interventions needed to close a performance gap, or meet current, emerging or future challenges.



### Sales Division

Job Profile	Performance Objective	Recommended Solutions	Solution Impact on Goal
<b>Mission: Close Sales</b>			
Account Managers	Negotiations	<b>Training</b>	40.00%
		<b>New Tools</b>	10.00%
	Presentations	<b>Colleagues Feedback</b>	22.22%
		<b>Job Redesign</b>	11.11%
		<b>Job-Aids</b>	16.67%

**Training** 40.00%

Course	Total Cost	Impact	Benefit	ROI
Effective Communication	\$258,902	\$1,600,000	\$1,341,098	517.99%

\* Solution / Course Title Dimmed = Incomplete

**New Tools** 10.00%

Solution	Total Cost	Impact	Benefit	ROI
CRM Software	\$200,000	\$800,000	\$600,000	300.00%

\* Solution / Course Title Dimmed = Incomplete