

What went well?

What should we keep doing?
What should we celebrate?
Where did we make progress?

TOPIC

Global Sales
Data Analytics

What went poorly?

Where did we have problems?
What was frustrating to us or others?
What held us back?

Identify
which area
has best.

Selecting
the right
tool

Invest in
Correct
Sales

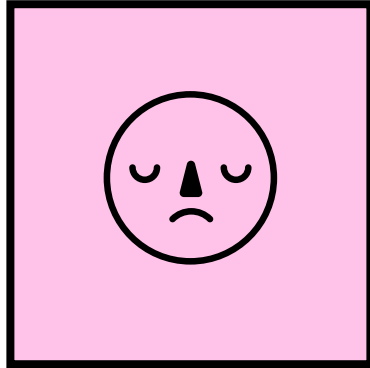
Poor
quality
data

Lack of
support

user
friendly
dashboard

The
amount of
data being
collected

Confusion
or anxiety



Visual
representation
of data

Improve the
Sales
Process

Data from
multiple
sources

Inaccessible
data

Scaling
data
analysis

Predictive
Based
Result

Collecting
meaningful
and real-time
data

Shortage of
skills

What ideas do you have?

What ideas do you have for future work together?
Where do you see opportunities to improve?
What has untapped potential?

How should we take action?

What do you believe we should do next?
What specific things should we change?
What should extend beyond this meeting?