

Sales Planning (Capability)

2. Example of Use

Documentation

Properties

Appears on


Relations

2. Example of Use

Sales management review quarterly performance and pipeline and set sales targets and allocations for the upcoming cycle

Documentation

Properties

Property	Value
Service Domain	
Individual Analytics	marketing&SalesStrategyAccumulators marketing&SalesStrategyActivityAnalysis marketing&SalesStrategyPerformanceAnalysis marketing&SalesStrategyTrends&Events
Portfolio Analytics	marketing&SalesStrategyPortfolioActivityAnalysis marketing&SalesStrategyPortfolioMake-UpAnalysis marketing&SalesStrategyPortfolioPerformanceAnalysis
Scenarios	 Launch New Sales Product (views/view_54616.html)
Service Role	Plan, and assess sales activity and re-direct resources and priorities as necessary

BIAN Life Cycle

Registration Status Registered

Stereotypes

stereotype ServiceDomain

Appears on

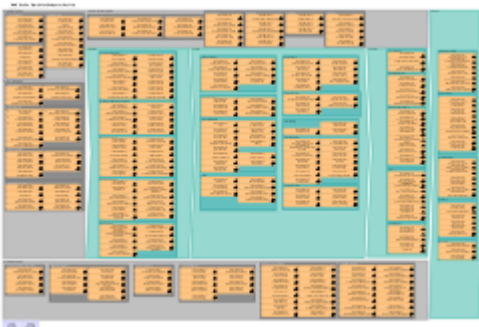


(views/view_51681.html)



Sales Planning SD Overview

(views/view_51705.html)



BIAN Service Landscape V12.0 Value Ch...

(views/view_51891.html)























BIAN Service Landscape V12.0 Matrix Vi...

Relations



aggregated by Marketing And Development (object_25.html?object=171926)

is equal to Sales Planning (object_36.html?object=31033)

is part of	 Sales (object_25.html?object=130075)
realized by	 Marketing And Sales Strategy_Analytics Object (object_25.html?object=111375)  Marketing And Sales (object_24.html?object=133354)  Marketing And Sales Strategy (object_24.html?object=133356)  Marketing And Sales Strategy_Invocation (object_18.html?object=216277)  Marketing And Sales Strategy_Instantiation (object_18.html?object=216287)  Marketing And Sales Strategy_Reporting (object_18.html?object=216290)  request Marketing And Sales Strategy (object_18.html?object=238281)  retrieve Marketing And Sales Strategy (object_19.html?object=239970)  record Marketing And Sales Strategy (object_19.html?object=241381)  Sales Planning_SD_Service Group (object_19.html?object=243293)  notify Marketing And Sales Strategy (object_20.html?object=244090)  configure Marketing And Sales Strategy (object_20.html?object=245067)  authorize Marketing And Sales Strategy (object_20.html?object=247138)  Direct (object_28.html?object=58041)
serves	 Sales Plan Management (object_6.html?object=115246)
triggered by	 Sales Planning (object_21.html?object=31032)
triggers	 Sales Planning (object_21.html?object=31032)  Product Directory (object_21.html?object=34953)  Product Deployment (object_22.html?object=40177)