

# Getting Alignment Task

According to me, two departments which will have major concerns/objections are:

## **1. Group Chief Financial Officer:**

- The major concern for them will be whether headset leasing plans will be financially beneficial or not.
- To mitigate this concern, we would show them the projected net profit, Average Revenue Per User (ARPU) and other related financial terms.

## **2. Group Chief Commercial Officer:**

- As Chief Commercial Officer deals with commercial strategies and organization development, their major concern will be that How we will implement Headset leasing in the market.
- To solve this concern and gain their confidence, we should explain to them our strategies like incentives given to customers like easy to upgrade their phones more frequently, minimal upfront costs for customers, etc.
- Also, we would like to show them how this headset leasing will help the company to develop and expand.