Name: George Youssef Ward Issa
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Goal one

SMART Goal one: "The non-sales rate will decrease by 70%, and this will be done by the company using "artificial intelligence" to respond to the customer in the event that there are no empty employee, and also through the company hiring more Employees to solve the problem of workforce shortage, and this will be done within 3 months, and Beta T.B. returns to the market again strongly and presents advertisements in order to become more familiar with the market."

Goal one questions

What makes this goal specific? Does it provide enough detail to avoid ambiguity?

Response: The goal is specific because it shows what needs to be done: The non-sales rate will decrease by 70%, and this will be done by the company using "artificial intelligence" to respond to the customer in the event that there is no empty employee, and also through the company hiring more customers to solve the problem of workforce shortage, and Beta T.B. returns to the market again strongly and presents advertisements in order to become more familiar with the market.

What makes this goal measurable? Does it include metrics to gauge success?

Response: The goal is measurable because it sets a clear metric: The rate of decrease equals 70% of non sales.

What makes this goal attainable? Is it realistic given available time and resources?

Response: The goal is attainable because there will be a timeline and this will be tracked by the project manager or its team and there will be milestones to help this goal be done and the end of the time which is "3" months.

What makes this goal relevant? Does it support project or business objectives?

Response: The goal is relevant because after a month from project beginning the rate of the problem which is drop in sales will be decreased by 20% or more.

> **What makes this goal time-bound? Does it include a timeline or deadline?**
>
> *Response*: The goal is Time-Bound because it determines a deadline which after three (3) months should be the rate of the non-sales decreased by 70%.

Goal Two

SMART Goal Two: "Establishing a strong system for the company in distributing tasks to employees and using devices of delivering products that are larger in size, seeking to deliver the largest possible number from one employee and also faster in speed so that the company can meet the needs of the customers who use the company." 95%" of the old devices in the company will be replaced. With the "largest and fastest" devices, within 6 months."

Goal Two questions

> **What makes this goal specific? Does it provide enough detail to avoid ambiguity?**
>
> *Response:* The goal is specific because it stipulates the establishment of a strong system for the company in distributing tasks to employees and using devices to deliver products and their characteristics. It also specified the amount of time that the company will take to implement these things and also the percentage of devices that will be replaced with new devices that will help solve the problem.

> **What makes this goal measurable? Does it include metrics to gauge success?**
>
> *Response*: The goal is measurable because it sets a specific percentage, which expresses the percentage of devices in the company that will be replaced with new devices, which percentage is "95."

> **What makes this goal attainable? Is it realistic given available time and resources?**
>
> *Response*: The goal is attainable because after 2 months of the project beginning 15% or more from the delivering devices will be changes by modern devices which will be faster and larger.

What makes this goal relevant? Does it support project or business objectives?

Response: The goal is relevant because by establishing a strong system for the company in distributing tasks to employees and using modern and strong and fast and large devices of delivering products that will help to solve the problem of the company which was the non-sales.

What makes this goal time-bound? Does it include a timeline or deadline?

Response: The goal is time-bound because it sets a clear timeframe of 6 months for establishing a strong system for the company in distributing tasks to employees and using devices of delivering products that are larger in size, seeking to deliver the largest possible number from one employee and also faster in speed so that the company can meet the needs of the customers.