OBJVENTE: Sales targets * *

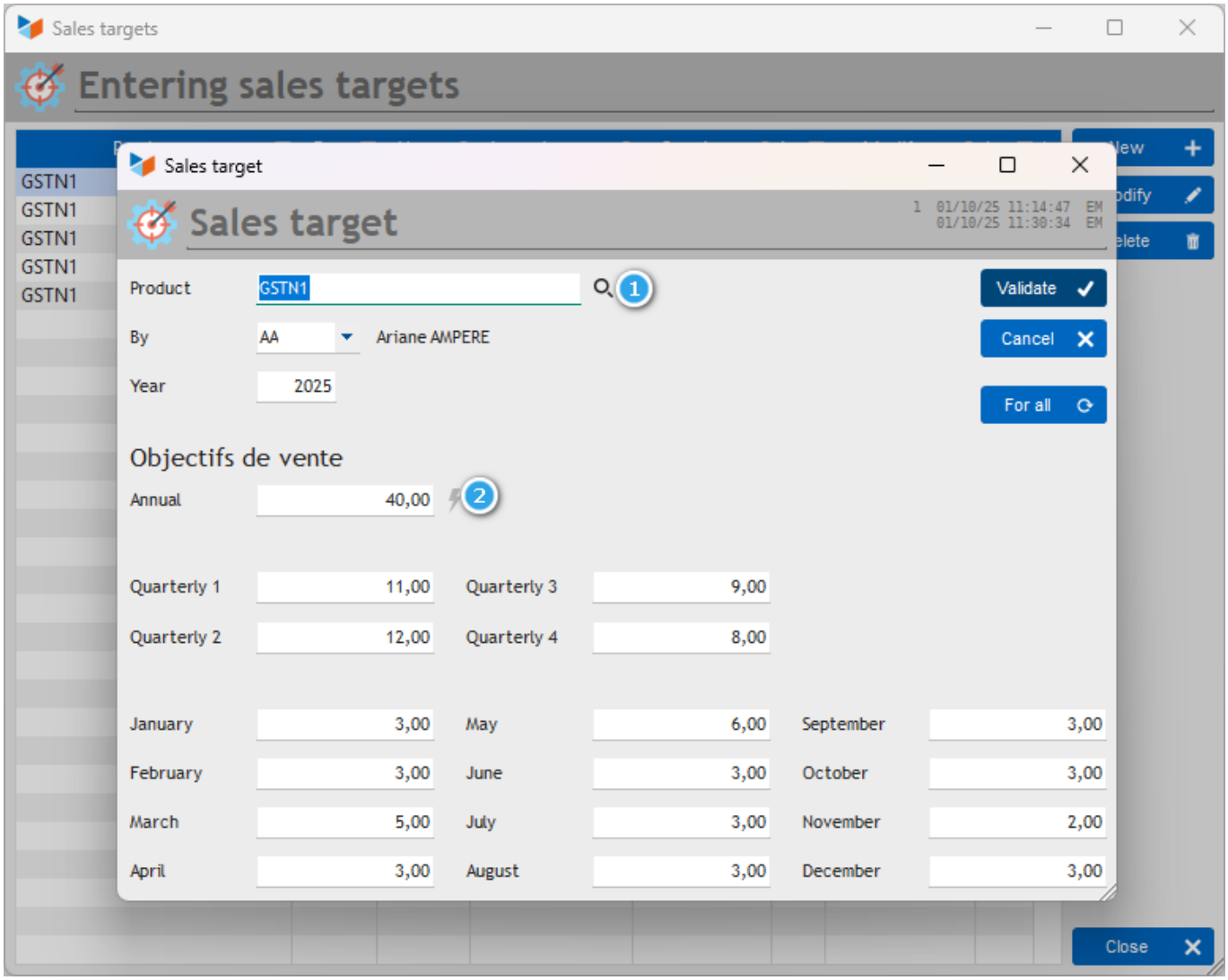
Fix Me! MIGRATION TO A1 FORMAT IN PROGRESS.

Overview

This extension allows you to set sales targets by product and by salesperson (registered as a Gestan user), and to compare the target with the actual results.

Entering targets

Access: *Statistics→Sales targets→Objective entry*



Targets are entered by calendar year. However, you can display the results by month, quarter, or year.

To do this, you must first select a product (the magnifying glass 1 opens the product selector, but you can enter the code directly), then a sales representative to whom the target is assigned.

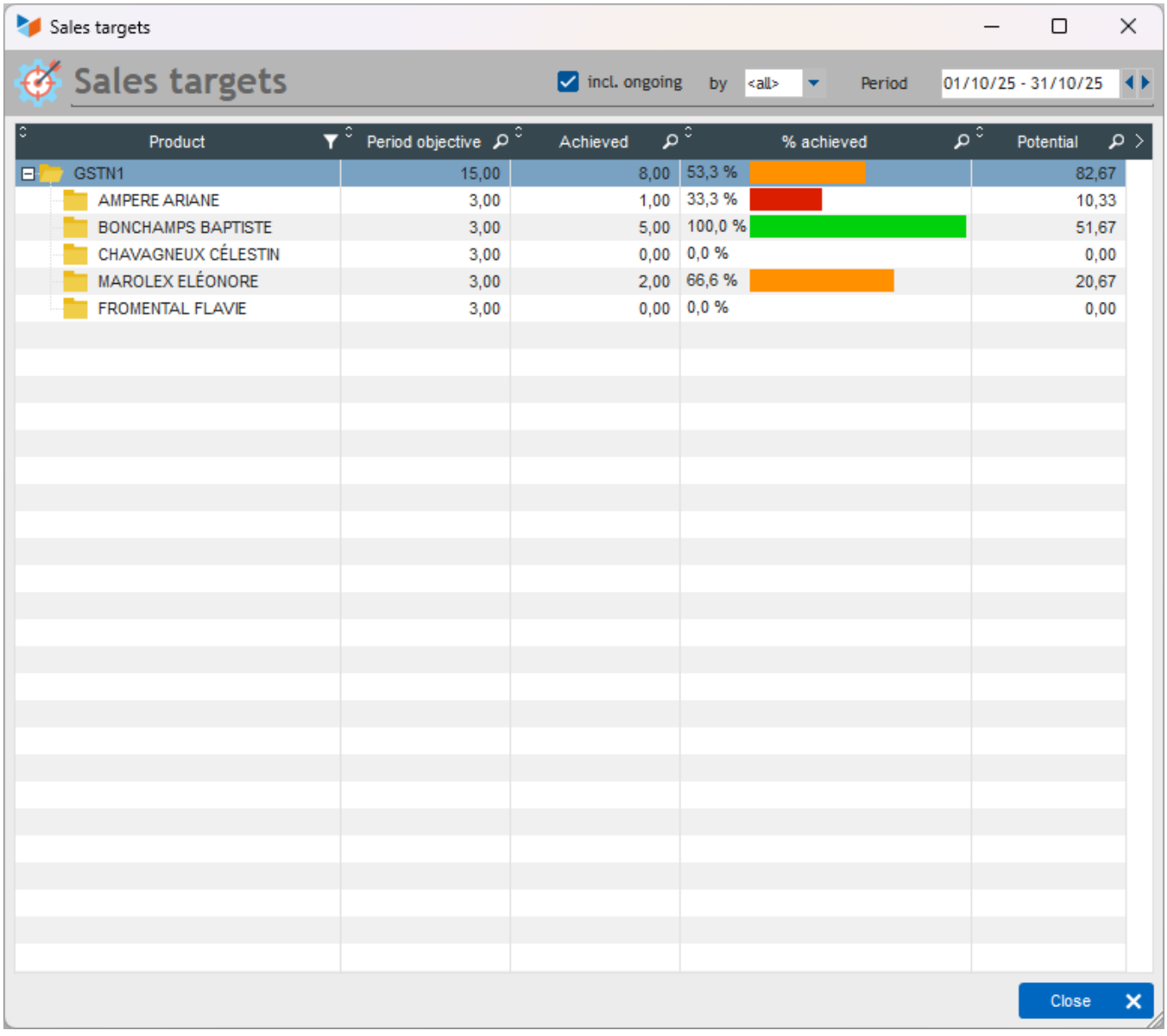
You can then assign an annual target to them. If you click on the small lightning bolt 2, the annual target will be distributed evenly across the quarterly and monthly targets.

If you modify a monthly target, the quarterly and annual targets are recalculated.

The **For all** button assigns the displayed targets to all non-archived users (please note that any existing targets will be overwritten).

Viewing results

Access: *Statistics→Sales targets→Viewing results*



The display screen allows you to select the sales representative whose results you wish to view. The calculation period can be a month, a quarter, or a year.

The **Period objective** column shows the target assigned to the sales representative for the period. The **Achieved** column is calculated based on invoices dated within the period whose status is not 'in progress' (unless the **incl. ongoing** box is checked).

The column displays the % achieved (it is displayed as 100% when it is above the target). When less than 50% of the target is achieved, the gauge is red. When more than 75% of the target is achieved, the gauge is green.

The **Potential** column is an indication of the number of sales that could theoretically be achieved on a pro-rata basis over the period. In the example above, we asked for the month of February, and today is 20 February. As of 20 February, we are 71% of the way through the month. So for Blandine, who has sold 10 blenders, she should sell 14 by the end of the month if she does reasonably well.

Versions

Version	Date	Comments
3.15.03.01	20/02/19	First production version.

Other articles 'Extensions'

AMAZON: Amazon Interface
CAISSETACT Touchscreen till (configuration)
CERFA : Generating CERFAs
COMMISSIONSCO: Sales commissions
CYBERBANQUE: Integration of banking files
DRM: Monthly Summary Declaration
EBAY: eBay Interface
ETIQSPE_ICS: Specific labels
ETIQUEXPED: Shipping labels
INTEROR: repair orders (RO)
OBJVENTE: Sales targets
PREPBON: Picking slips
PRESTIMPORT: Prestashop Interface
RELAUTO: Automatic mass invoice reminders
SAVTICKET: After-sales service tickets
SCAN: Scanning a barcode
SUIVCOM: Order Tracking

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Last update: **2025/10/03 14:07**