

## SETTING SALES GOALS

The NCR Console Advanced Reporting module allows you to set sales goals and track your performance to ensure your store is trending in the right direction. To set a sales goal:

1. Log in to NCR Console, go to the **Store** tab and click on **Planning**
2. Click **Sales Target**
3. Click the target you wish to set

**Sales Target** [Go Back](#)

[Sales Target by Week](#)

[Sales Target by Period](#)

[Sales Target by Month](#)

[Sales Target by Year](#)

### TO SET A SALES GOAL BY WEEK

1. Click **Sales Target by Week** from the Sales Target screen
2. Select **Click to set Sales Target** for the week you wish to set a target for

Weekly Sales Target <a href="#">Go Back</a>			
Week	Sales Target (\$)	Sales Amount (\$)	Difference (\$)
6/26/2016 - 7/2/2016	<a href="#">Click to set Sales Target</a>	\$830.47	N/A
7/3/2016 - 7/9/2016	<a href="#">Click to set Sales Target</a>	\$512.84	N/A
7/10/2016 - 7/16/2016	<a href="#">Click to set Sales Target</a>	\$757.76	N/A
7/17/2016 - 7/23/2016	<a href="#">Click to set Sales Target</a>	\$1,477.07	N/A
7/24/2016 - 7/30/2016	<a href="#">Click to set Sales Target</a>	\$446.55	N/A
7/31/2016 - 8/6/2016	<a href="#">Click to set Sales Target</a>	\$117.20	N/A
8/7/2016 - 8/13/2016	<a href="#">Click to set Sales Target</a>	\$0.00	N/A
8/14/2016 - 8/20/2016	<a href="#">Click to set Sales Target</a>	\$0.00	N/A
8/21/2016 - 8/27/2016	<a href="#">Click to set Sales Target</a>	\$0.00	N/A
8/28/2016 - 9/3/2016	<a href="#">Click to set Sales Target</a>	\$0.00	N/A
9/4/2016 - 9/10/2016	<a href="#">Click to set Sales Target</a>	\$0.00	N/A

3. Enter the sales target and click **Save**

## TO SET A SALES GOAL BY PERIOD

1. Click **Sales Target by Period** from the Sales Target screen
2. Select **Click to set Sales Target** for the period you wish to set a target for

Period	Sales Target (\$)	Sales Amount (\$)	Difference (\$)
2/21/2016 - 3/19/2016	Click to set Sales Target	(\$3,315,689.25)	N/A
3/20/2016 - 4/16/2016	Click to set Sales Target	\$5,594.34	N/A
4/17/2016 - 5/14/2016	\$12,000.00	\$15,136.40	+\$3,136.40
5/15/2016 - 6/11/2016	\$5,000.00	\$1,761.27	-\$3,238.73
6/12/2016 - 7/9/2016		\$52,945.20	+\$50,945.20
7/10/2016 - 8/6/2016	C	\$2,798.58	N/A
8/7/2016 - 9/3/2016	C	\$0.00	N/A
9/4/2016 - 10/1/2016	C	\$0.00	N/A
10/2/2016 - 10/29/2016	C	\$0.00	N/A
10/30/2016 - 11/26/2016	Click to set Sales target	\$0.00	N/A
11/27/2016 - 12/24/2016	Click to set Sales Target	\$0.00	N/A

3. Enter the sales target and click **Save**

## TO SET A SALES GOAL BY MONTH

1. Click **Sales Target by Month** from the Sales Target screen
2. Select **Click to set Sales Target** for the week you wish to set a target for
  - Enter the sales target in the open cell; **OR**
  - If you have prior year sales for the month you select, you have the option to select **Suggestion**. This will expand additional options
    - a. Click the drop down arrow next to **Add** to select a percentage increase
    - b. Select **Click to use suggested target** to autofill the open cell

Month	Sales Target (\$)	Actual Sales (\$)	Difference (\$)
March 2016	N/A	\$-3,314,568.88	N/A
April 2016	N/A	\$6,390.18	N/A
May 2016	\$4,363.25	\$12,742.52	+\$8,379.27
June 2016	N/A	\$52,781.43	N/A
July 2016		\$3,353.98	-\$5,418.41
August 2016		\$124.85	N/A
September 2016		\$0.00	N/A
October 2016		\$0.00	N/A
November 2016		\$0.00	N/A
December 2016		\$0.00	N/A
January 2017		\$0.00	N/A
February 2017		\$0.00	N/A

3. Click **Save**

## TO SET A SALES GOAL BY YEAR

1. Select **Sales Target by Year** from the Sales Target screen
2. Select **Click to set Sales Target** for the year you wish to set a target for
  - Enter the sales target in the open cell; **OR**
  - If you have prior year sales for the year you select, you have the option to select **Suggestion**. This will expand additional options
    - a. Click the drop down arrow next to **Add** to select a percentage increase
    - b. Select **Click to use suggested target** to autofill the open cell

**Yearly Sales Target** [Go Back](#)

Year	Sales Target (\$)	Actual Sales (\$)	Difference (\$)	
2011	N/A	\$0.00	N/A	<a href="#">Monthly Breakdown</a>
2012	N/A	\$0.00	N/A	<a href="#">Monthly Breakdown</a>
2013	N/A	\$0.00	N/A	<a href="#">Monthly Breakdown</a>
2014	N/A	\$0.00	N/A	<a href="#">Monthly Breakdown</a>
2015	N/A	\$0.00	N/A	<a href="#">Monthly Breakdown</a>
2016	<a href="#">Click to set Sales Target</a>	N/A	N/A	<a href="#">Monthly Breakdown</a>
2017	<a href="#">Click to set Sales Target</a>	N/A	N/A	

**Sales Target for 2016**

Sales Target :

[Save](#) [Cancel](#)

**Suggestion Based on Past Sales**

2015 Sales \$248,936.38

Add [+ 10%](#) (Click % to change) \$24,893.64

**Suggested Sales Target \$273,830.02**

[Click to use suggested target](#)

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3. Click **Save**
  - Once a yearly goal has been set, you can view a per month breakdown by clicking **Monthly Breakdown** to the right of the year you want to view.

**Yearly Sales Target Breakdown** [Go Back](#)

Month	Sales Target (\$)	Actual Sales (\$)	% of Target	vs. Prev Year (%)
January 2016	\$22,819.17	\$21,458.24	94.0%	N/A
February 2016	\$22,942.89	\$32,679.26	142.4%	N/A
March 2016	\$21,969.25	\$-3,314,568.88	-15,087.3%	N/A
April 2016	\$49,680.28	\$6,390.18	12.9%	+82.6%
May 2016	\$57,015.08	\$12,742.52	22.3%	+221.2%
June 2016	\$125,367.98	\$52,781.43	42.1%	+512.9%
July 2016	\$124,224.55	\$3,353.98	2.7%	-559.9%

  

Month	Sales Target (\$)	Previous Year (\$)
August 2016	\$1,715,168.49	\$111,321.93
September 2016	\$354,203.73	\$22,989.37
October 2016	\$287,170.03	\$18,638.59
November 2016	\$220,359.12	\$14,302.27
December 2016	\$882,091.92	\$57,251.62

**Summary 2016**

Sales Target \$273,830

Months Remaining 5

% Growth Required N/A