

# Open Awards Qualification Unit



## Form OAQU

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### 1 Unit Details

Unit Title:	Sales Targets
QAC Code:	H/506/3398
Level:	Level 2
Credit Value:	2
Minimum GLH:	16

### 2 Learning Outcomes and Criteria

Learning Outcome (The Learner will):	Assessment Criterion (The Learner can):
1. Understand sales targets	1.1 Explain the purpose of sales targets in an organisation
	1.2 Explain how sales targets are set
	1.3 Explain the need for monitoring sales targets
	1.4 Describe factors that can cause variances to sales targets
	1.5 Identify actions to bring sales back on target when there is a negative variance
	1.6 Describe consequences to self and organisation of not meeting own sales targets