

Strategic Account Analysis

Account _____

Date: / /

Field of Play _____

Manager's Approval _____

<p>SITUATION APPRAISAL</p> <p>Selling Organization Name _____</p> <p>Role _____</p> <p>Specialty _____</p>	<p>STRATEGY</p> <p>Current Year _____</p> <p>Next Year _____</p> <p>Last Year _____</p> <p>1 Year _____</p> <p>3 Years _____</p> <div style="text-align: center;"> <p>Step 1: Identify the Field of Play</p> <p>Step 2: Identify Strategic Players</p> <p>Step 3: Identify Strategic Opportunities</p> <p>Step 4: Identify Strategic Threats</p> <p>Step 5: Identify Strategic Vulnerabilities</p> </div> <p>Field of Play's Name _____</p> <p>Name _____</p> <p>Last Year _____</p> <p>1 Year _____</p> <p>3 Years _____</p>	<p>ACTION PLAN</p> <p>Single Sales Officer/Other Representative Name _____</p> <p>_____</p> <p>_____</p> <p>_____</p>																																																	
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