

## The Blue Sheet (Original)

Strategic Selling - Strategic Analysis									
<b>Client:</b> _____ <b>Product/Service:</b> _____ <b>Market Segment:</b> _____ <b>Geography:</b> _____			<b>Company:</b> _____ <b>Business Description:</b> _____ <b>Market Position:</b> _____ <b>Competitive Advantage:</b> _____				<b>Key Challenges:</b> _____ <b>Opportunities:</b> _____ <b>SWOT Analysis:</b> _____		
<b>Current Situation:</b> _____ <b>Future Vision:</b> _____			<b>Strategic Objectives:</b> _____ <b>Key Performance Indicators (KPIs):</b> _____ <b>Success Metrics:</b> _____				<b>Implementation Plan:</b> _____ <b>Timeline:</b> _____ <b>Resource Allocation:</b> _____		
<b>SWOT Analysis:</b> _____ <b>Strengths:</b> _____ <b>Weaknesses:</b> _____ <b>Opportunities:</b> _____ <b>Threats:</b> _____			<b>Competitive Analysis:</b> _____ <b>Market Research:</b> _____ <b>Customer Segments:</b> _____				<b>Financial Projections:</b> _____ <b>Budget:</b> _____ <b>Revenue:</b> _____		
<b>Conclusion:</b> _____ <b>Recommendations:</b> _____			<b>Next Steps:</b> _____ <b>Action Items:</b> _____ <b>Follow-up:</b> _____				<b>Review Date:</b> _____ <b>Prepared By:</b> _____ <b>Date:</b> _____		

**References:** American Psychiatric Association. (1994). *Diagnostic and statistical manual of mental disorders*. Washington, DC: Author.

# Blue Sheet Sales Guide

**RC Schank**



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Moody's Industrial Manual ,1927      **Moody's Manual of Railroads and Corporation Securities** ,1917      *Blue book of Chicago commerce, market directory and buyer's guide...* Chicago Association of Commerce,1917      **Moody's Manual of Investments: American and Foreign** ,1923      **Traffic World and Traffic Bulletin** ,1926      **Goodwin's Improved Book-keeping and Business Manual** Joseph Henry Goodwin,1889      *Moody's Manual of Investments* John Sherman Porter,1929 American government securities 1928 53 in 5 annual vols v 1 Railroad securities 1952 53 Transportation v 2 Industrial securities v 3 Public utility securities v 4 Government securities 1928 54 v 5 Banks insurance companies investment trusts real estate finance and credit companies 1928 54      **Moody's Manual of Industrial and Miscellaneous Securities** ,1915      Sale [catalogue] Harmer, Rooke and Company, Ltd., London,      Business ,1909      *Business, the Magazine for Office, Store and Factory* ,1909      **Moody's Manual of Railroads and Corporation Securities. Government, State and Municipal Supplement** ,1921      **Book-keeper** ,1909      *Motor World for Jobbers, Dealers and Garagemen* ,1919      **The Coin Collector's Survival Manual** Scott A. Travers,2006 The award winning title has now been revised to offer the most up to date information and consumer protection advice available      *Manual of Securities Laws of the United States* Leonard Laurence Cowan,1923      *The Book-keeper* ,1909      Cleveland Engineering ,1928      **Manual of Instructions for Trade Catalog Compilation** Oscar Aurelius Morgner,1917      Catalog of Copyright Entries. Third Series Library of Congress. Copyright Office,1976

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