

Frequently Asked Questions

What is the purpose of the Internal/External Sales Advisory Board?

The advisory board will assist in identifying challenges and needs that units have related to the internal or external sales processes, systems, controls, policies and procedures; provide insight to the Controller's Office about the day-to-day operations of the internal or external sales units; identify key areas where the Controller's Office can provide additional support; and provide a sounding board for upcoming process or policy improvements.

What are the goals of the Internal/External Sales Advisory Board?

To establish a two-way communication between individuals that represent internal or external sales and the Controller's Office in order to improve current sales processes.

How many representatives are on the Internal/External Sales Advisory Board?

The intent is to have a broad representation of internal and external sales activity. If there are two or three people from one unit that would like to participate, only one person may be invited to participate to allow room for other units to be represented.

What are the benefits to becoming a member?

Members will assist in shaping the future of the internal or external sales process.

How long is the membership commitment?

The advisory board will define the actual frequency and length of meetings. However, the expectation would be that the members commit 2 years of service.

How does one become a member of the Internal/External Sales Advisory Board?

A qualified individual would be someone who has a broad perspective of the internal or external sales process, policies and procedures. The individual must have their supervisor's approval to participate. The individual must provide the information on the Internal/External Sales Advisory Board form found at <http://www.finsys.umn.edu/sales/saleshome.html>.