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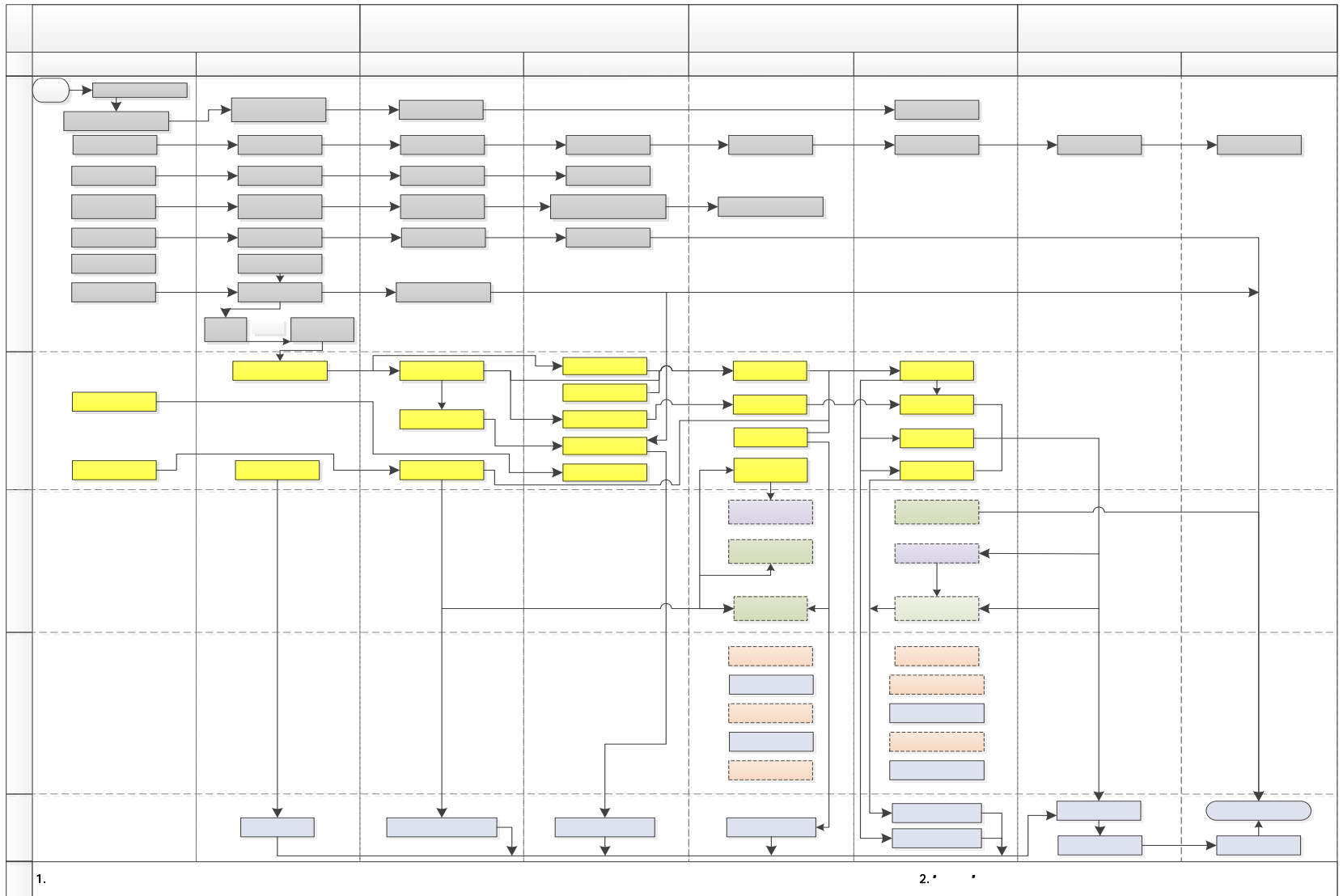
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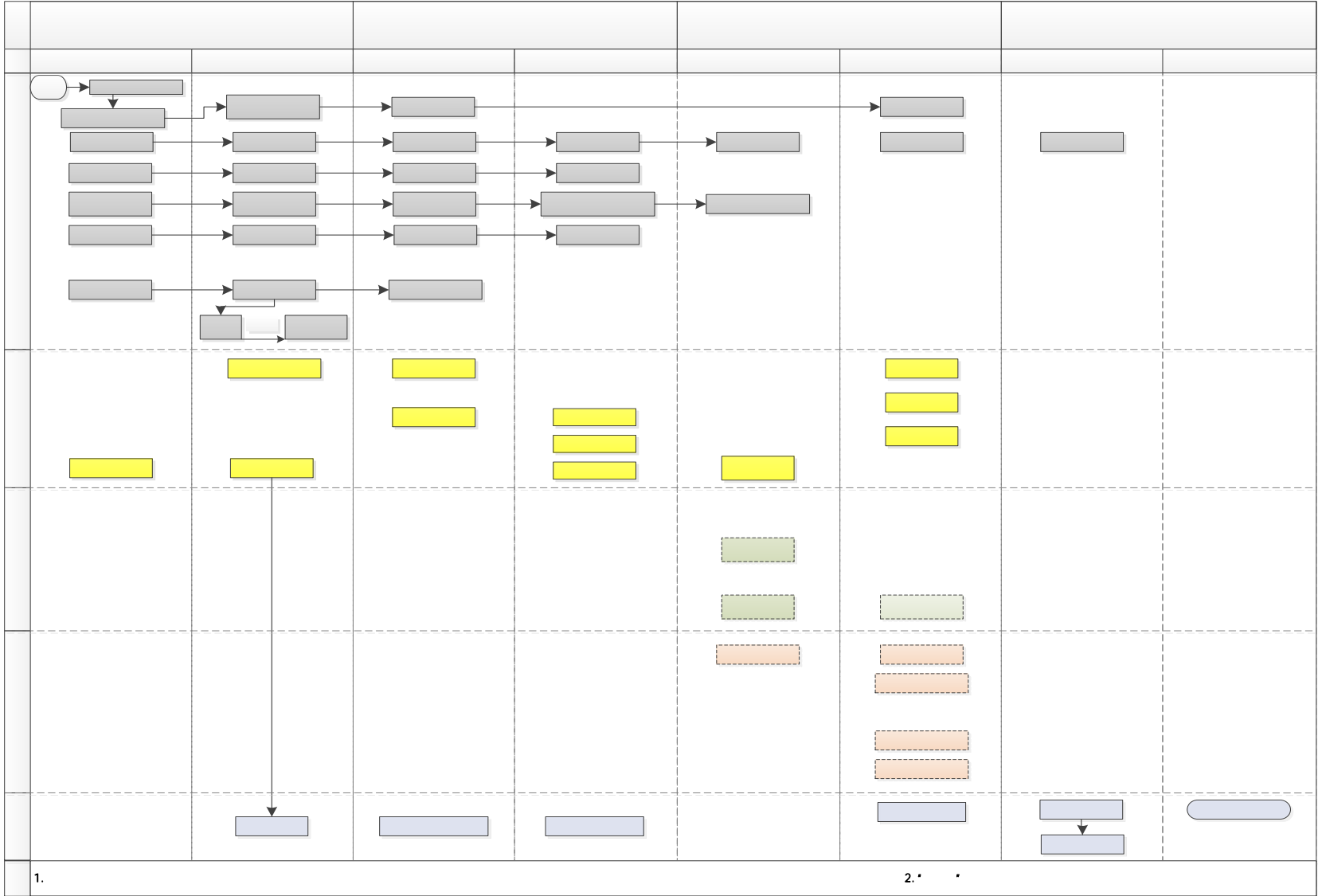
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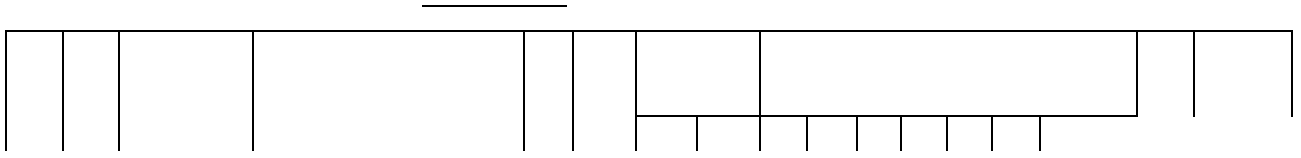
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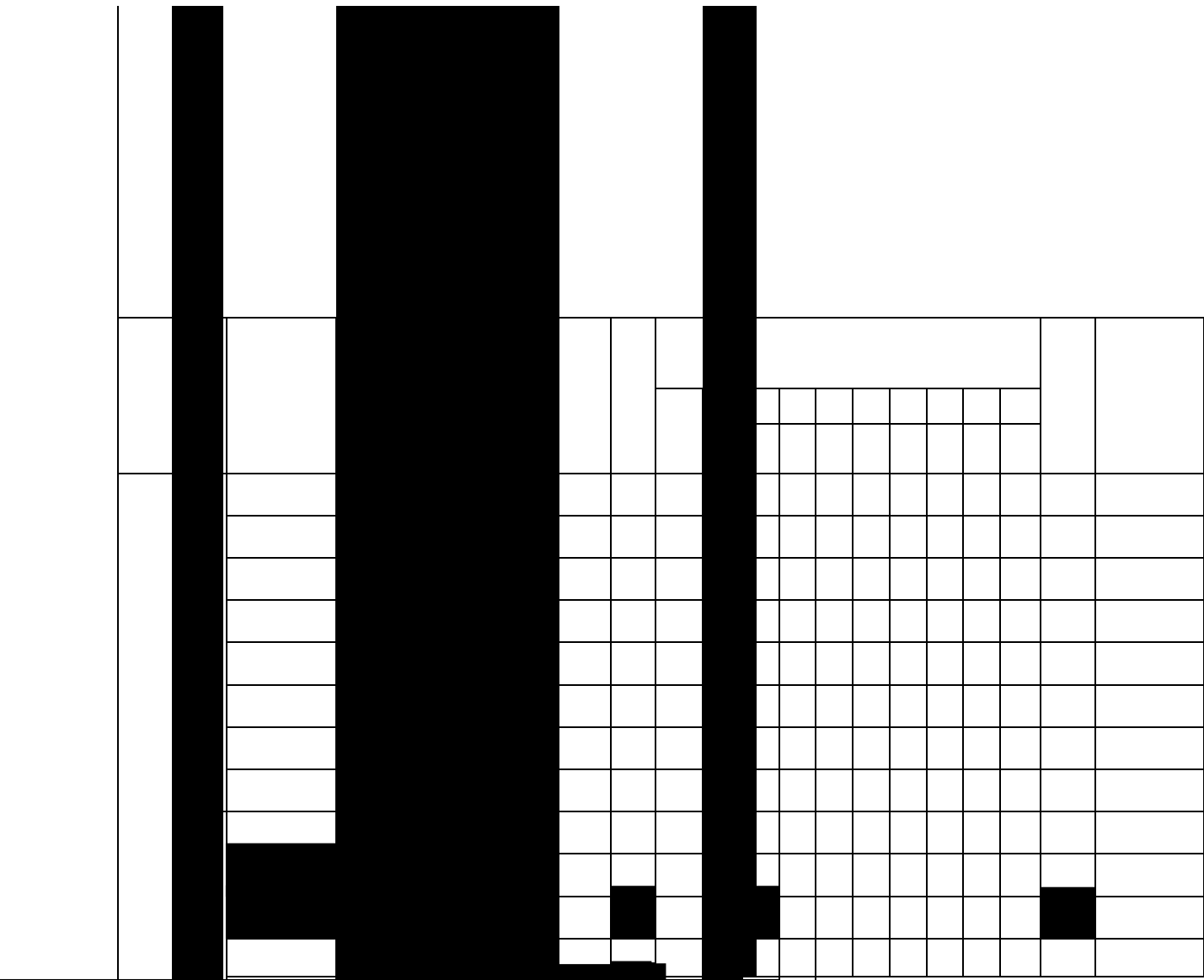
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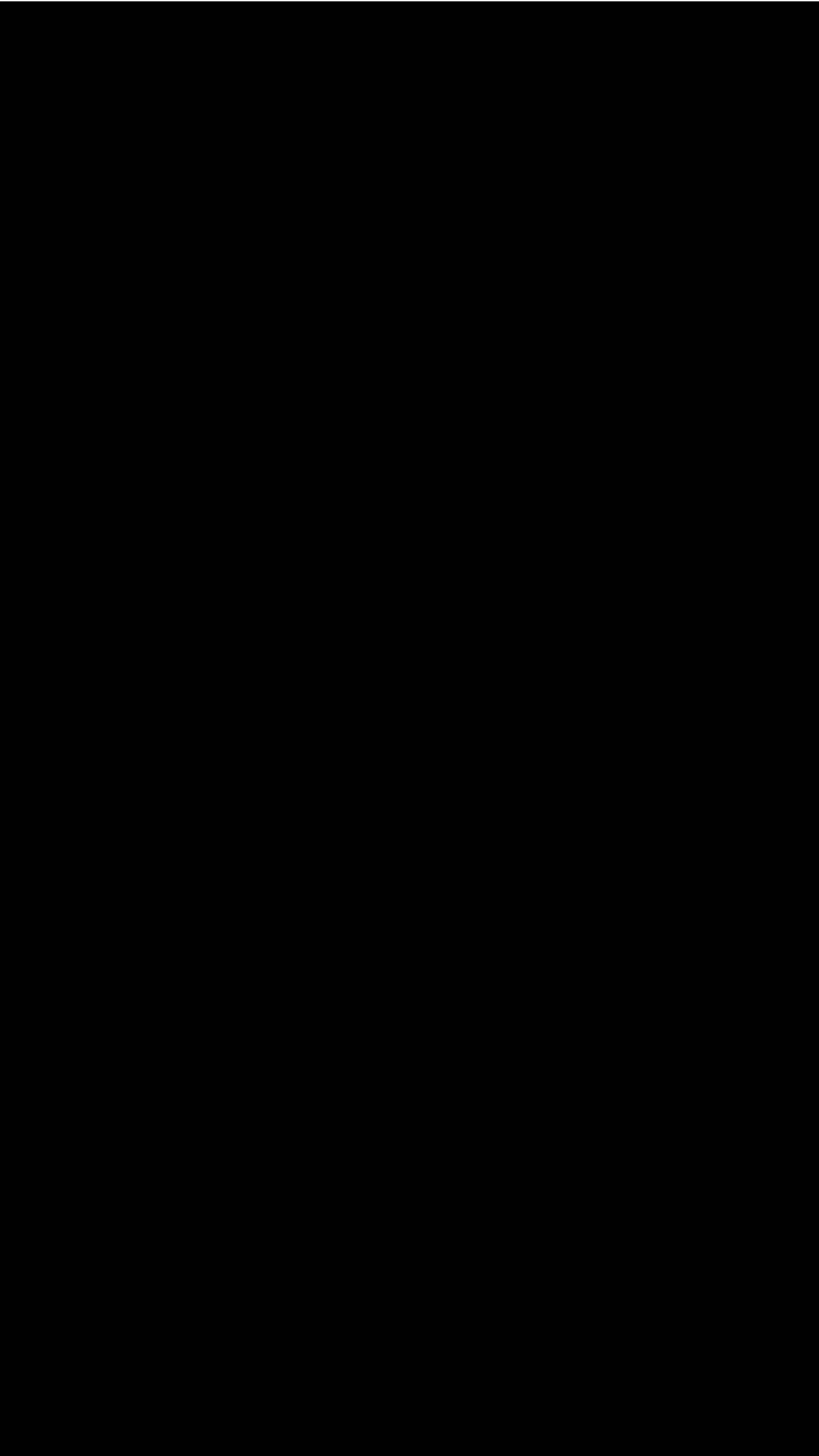
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6.

<p>1. Introduction</p> <p>This document outlines the project goals and objectives. It provides a high-level overview of the work to be done and the expected outcomes.</p>	<p>The project aims to develop a comprehensive system for managing customer relationships. The primary objectives are to improve customer satisfaction, streamline sales processes, and enhance data security.</p>		
<p>2. Scope</p> <p>The project scope includes the design, development, and deployment of the CRM system. It covers all major functional areas, including lead management, sales pipeline, and reporting.</p>	<p>Key deliverables include a detailed system architecture, a fully functional CRM application, and comprehensive user training materials.</p>		
<p>3. Timeline</p>	<p>Phase 1: Requirements Gathering (2 weeks)</p>	<p>Phase 2: Design (3 weeks)</p>	<p>Phase 3: Development (8 weeks)</p>
<p>4. Resources</p>	<p>Project Manager: [Name]</p>	<p>Business Analyst: [Name]</p>	<p>System Administrator: [Name]</p>

<p>5. Risks</p>	<p>Scope Creep</p>	<p>Resource Availability</p>	<p>Integration Complexity</p>	<p>Timeline Delays</p>	<p>Budget Overruns</p>	<p>Stakeholder Resistance</p>	<p>Technical Debt</p>
<p>6. Conclusion</p>	<p>The project is well-planned and has a clear path forward. Regular communication and collaboration are essential for success.</p>		<p>Next Steps: Finalize requirements and begin development.</p>	<p>Overall, the project is on track and expected to deliver significant value to the organization.</p>			
<p>7. Appendix</p>	<p>Appendix A: Detailed System Requirements</p>						
<p>Appendix B: User Acceptance Test Plan</p>	<p>Appendix C: Data Migration Strategy</p>						
<p>8. References</p>	<p>Industry best practices for CRM implementation and customer relationship management.</p>						
<p>9. Notes</p>	<p>Key decisions and action items from project meetings.</p>						
<p>10. Sign-off</p>	<p>Project Manager: [Signature]</p>	<p>Business Analyst: [Signature]</p>	<p>System Administrator: [Signature]</p>				
<p>11. Change Log</p>	<p>Version 1.0: Initial Draft</p>		<p>Version 1.1: Revised Scope</p>	<p>Version 1.2: Final Review</p>			

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校内专业设置评议专家组意见表

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理由:

根据黑龙江工商学院《关于深化转型改革和培育学校行业特色的指导意见》精神，学校正在努力打造能够体现学校行业特色的学科专业。结合我国转