



1. The first step is to identify the problem. In this case, the problem is that the company is not meeting its sales targets. The next step is to analyze the data and identify the causes of the problem. This can be done by looking at sales trends, customer feedback, and market conditions. Once the causes are identified, the next step is to develop a plan to address the problem. This plan should include specific actions to be taken, a timeline for implementation, and a way to measure progress. Finally, the plan should be implemented and progress should be monitored. If the plan is not working, it should be revised and implemented again.