**Sales Problem:**

**1.** What if the Shopkeeper doesn't have a bookkeeping system to track the inventory?

**2.**  What if the Shopkeeper has a huge number of items and it's difficult to count and maintain in the System?

**Ans.** Inventory is divided and optimized smaller sections and slowly optimize the store

**Approach to Solve:**

| 1. Split 2. Prioritize 3. Execute 4. Review 5. Reprioritize   **Info Collection** |
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4.1. Sales Information

4.2. Bar / QR Code Scanning

4.3. Stock Level Information

4.4. Stock Information at the time of Purchase Entry

4.5 Cycle counting

* Location Manual
* Random
* Location Sequence
* Location Random

**Note:** A solution first address the problem and then add value to it

Where to stop analyzing?

Ans - Ask yourself : Is this applicable to the problem? Does it help in solving the problem in any way?