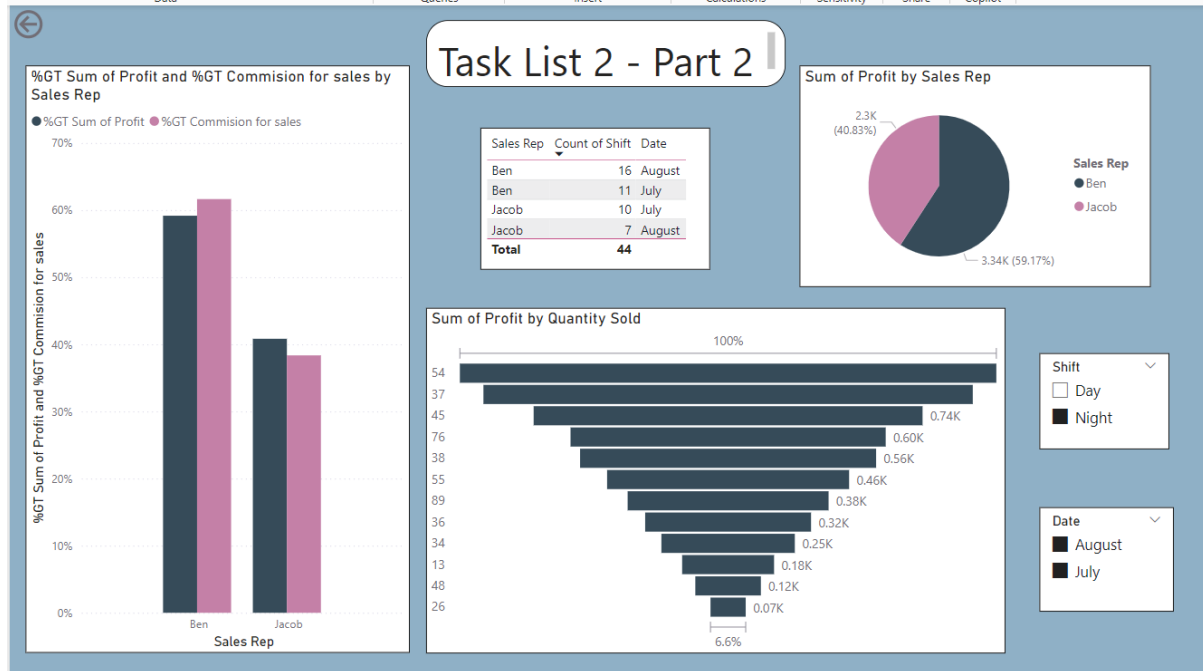


Facilitator led Session



Analysis of the Sales Data

- What are the areas you find for further improvement in terms of business product sales?
- In which work shift does the sales representative mostly work?
- Is there any additional impact you find in business in terms of product sales trends?

Analysis Discussion :

a : Night shifts have resulted more better profit yieldings. More number of shifts result in more profits. Exploring more ways to make profits by selling less quantity of product so that it can give more profits by spending less on product making.

b : In night shift Ben has worked more and in day shift Jacob has worked more.

c : Effective marketing campaigns can significantly boost sales. Collaborations with social media influencers can drive product visibility and sales.