

In the prior quarter, you prepared a detailed business plan, including your tactical and pro forma projections. The tactical plan provides a summary of your tactical decisions through the current quarter. Are you on target relative to your business plan?

You need to adjust your business tactics as the market and competition evolve over time.

Is it time to make serious adjustments based upon what you now know about the market?

### **YOUR TASK**

In order to update your tactical plan for this quarter, here are the steps:

1. Make all your decisions for this quarter.
2. Project your brands' demand and run the production simulation.
3. Load the production data into your company's pro forma financial statements.
4. Go to the tactical plan and load your Q6 data in.

To plan your decisions for future quarters, consult the chapter on [tactical planning](#) in the Help file.