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1. **Identify the problem:** The problem is that the company's sales are declining, and the management is looking for ways to increase sales and improve the company's financial performance.
2. **Define the objectives:** The objectives of the study are to identify the causes of the sales decline, to develop effective sales strategies, and to implement these strategies to increase sales and improve the company's financial performance.
3. **Identify the stakeholders:** The stakeholders involved in the study are the company's management, sales staff, and customers.
4. **Collect data:** The data collection process involves gathering information from various sources, including sales records, customer feedback, and market research.
5. **Analyze the data:** The data analysis process involves identifying trends, patterns, and key factors that are contributing to the sales decline.
6. **Develop solutions:** The solutions developed are based on the findings of the data analysis and are designed to address the identified causes of the sales decline.
7. **Implement the solutions:** The implementation process involves putting the developed solutions into practice and monitoring their effectiveness.
8. **Evaluate the results:** The evaluation process involves assessing the impact of the implemented solutions on the company's sales and financial performance.



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Rand McNally Fort Myers Vicinity Streetfinder Streetfinder Atlas

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