Pretest – Product Planning - Performance Analysis

How much do you know about your store's merchandise product movement? Answer the following questions regarding your store's inventory and current sales activity.

1. Describe how your store is **tracking sales** with the POS system.

2. What does the term **stock turn** refer to in dealing with your inventory?

3. What does the term **reconcile inventory** refer to?

4. What specific 3 **candy items (or snacks)** do you feel had the greatest quantity sales in the past month? What is the total # of boxes (or cases) that have sold for each item. (*Use bulk data to compute boxes or cases)

Best sellers	# boxes
-	-
-	-
-	-

5. Choose one of the food items listed as a best seller in Q#4, what is the **typical stock turn over** for that product (describe in terms of days).

6. Identify the store **department** that generates the most sales in terms of dollars?

7. Where would you go in the POS system to create, view and then print a **sales report** for a week's time frame?

8. **List 4 apparel items** (different types) you feel were the best sellers last 2 months. Take an educated guess as to how many units have sold in that time period.

Best selling item	Number sold
-	-
-	-
-	-
-	-

9. Identify a **specific Item** in your store you would like to eliminate?

10. What are 2 financial data figures that are produced in every **sales performance report**?