

Product Planning – Activity C – Report Analysis

You are to use the reports produced in **Product Activity A** or from investigating your POS data base to complete the following questions.

1. What is the difference between a **Department** and a **Category** in the POS inventory?
2. Explain the **importance of tracking your store's sales and inventory** by individual SKUs in terms of product planning and future merchandise orders.
3. What are **five product data classifications** that can be obtained from the Vendor Inventory Report?
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4. List 3 **Vendors** your store uses that offer **30 day** payment terms, and 3 with **COD** terms.
 - 30 day COD
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5. List 4 national **Brand name** products your store sells. Rate them from (1-5) as to the strength of their image in helping to sell the product (5 being the greatest).
 - A. C.
 - B. D.
6. Choose a **Department** (from Activity A), list 3 **Categories** classified under that Department.
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7. Why would running a **Vendor Inventory Report** be useful when planning an upcoming order from that vendor?
8. Looking at your **inventory data**, provide any recommendations you feel should be made in regards to your current product offerings. Explain fully with details on additions, deletions, or expanding existing product lines. (use the back side)

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