

**Product Planning – Activity C – Performance Report Analysis**  
(Individual or group activity to be completed in the POS Training mode)

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

1. What are 4 items of financial data that are produced in every **sales performance report**?

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2. Explain why it is important to track **detailed product sales** for a specific vendor. Use a food or clothing item to explain.

3. How often should a **Vendor Inventory Report** be produced? Be sure to explain fully with a product example.

4. From looking at various **sales performance reports**, what are 4 possible actions that could be taken when planning your future product mix?

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5. How would you **compute stock turnover** for a specific product in your store. Give an example to explain. \*hint – look at a sales report over a specific period of time.

6. Where can you go or what can you do to **research products** that will meet your customer's needs?

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7. What are 4 things that would or could contribute to a decision to **eliminate an item** from your **product mix**?

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8. What is the **POS technical term** used to describe the report that lists all merchandise that has been ordered and may be on hand from a specific vendor?