

QUESTION 12

Scenario: ABC Company's sales department is reporting a decline in sales volume. The sales manager is reviewing the sales department's performance and has identified several areas for improvement.

1. The sales manager is reviewing the sales department's performance and has identified several areas for improvement. Which of the following is NOT a valid reason for a decline in sales volume?
- Reduced sales volume
 - Increased sales volume
 - Reduced sales price
 - Increased sales volume
2. The sales manager is reviewing the sales department's performance and has identified several areas for improvement. Which of the following is NOT a valid reason for a decline in sales volume?
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Scenario: ABC Company's sales department is reporting a decline in sales volume. The sales manager is reviewing the sales department's performance and has identified several areas for improvement.

The sales manager is reviewing the sales department's performance and has identified several areas for improvement. Which of the following is NOT a valid reason for a decline in sales volume?

	2023	2024	2025
Sales Volume	100,000	90,000	80,000
Sales Price	100	110	120
Revenue	10,000,000	9,900,000	9,600,000
Profit	2,000,000	1,800,000	1,600,000
Operating Expenses	8,000,000	8,100,000	8,000,000
Net Income	2,000,000	1,800,000	1,600,000

Which of the following is NOT a valid reason for a decline in sales volume?

	2023
Sales Volume	100,000
Sales Price	100
Revenue	10,000,000
Profit	2,000,000

Which of the following is NOT a valid reason for a decline in sales volume?

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JS Bruner



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