



Lesson Action Guide

Products Performance



Key Concepts: A Summary of What You Learned

- Identify profitable and non-profitable groups.
- Identify popular and non-popular groups.
- Ditch the losers.
- How to analyse graphs.



Action Steps: Complete Before the Next Lesson

- Print out the transcript for this lesson.
- Follow the steps as shown in the video and transcript.
- Separate products into profitable and non-profitable groups.
- Separate products into popular and non-popular groups.
- Package together popular with slower moving profitable products.



Ideas and Notes

Shut off anything that may distract you, like your mobile and emails, and put on some light music if you like.