

## Database Directions

1. Start your database software program.
2. Recreate the table from the previous page using your spreadsheet program.
3. Perform the sort function on the following data:
  - sort by dollar sales
  - sort the data by type of store
  - sort the data by state
4. Save your work after performing each sort.
5. Print out a copy of your work if your teacher has instructed you to do so.
6. Answer the following questions.

### Interpreting Results

1. Which salesperson made the largest single sale?

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2. Which type of store accounts for most of the sales made?

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3. Which state accounted for most of sales made?

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### Drawing Conclusions

4. You want to increase your employees' sales volumes. On which type of store would you suggest for them to focus in order to reach this goal? Explain.

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5. How could you use the location data to develop future plans for your firm?

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