

1. The first step is to identify the problem. In this case, the problem is that the company's sales are declining.

2. The second step is to analyze the data. This involves looking at sales figures over time and identifying trends.

3. The third step is to identify the causes of the problem. This could be due to a variety of factors, such as changes in the market or competition.

4. The fourth step is to develop a plan of action. This involves identifying specific steps that can be taken to address the problem.

5. The fifth step is to implement the plan. This involves putting the plan into action and monitoring progress.

6. The sixth step is to evaluate the results. This involves comparing actual results to the plan and making adjustments as needed.

7. The seventh step is to report on the results. This involves communicating the findings of the analysis and the results of the plan to stakeholders.

The following table shows the sales figures for the company over the last five years.

Year	Sales (in millions)
2018	120
2019	110
2020	100
2021	90
2022	80