

1. **THEORY OF THE CASE**

2. **FACTS AND EVIDENCE**

3. **LEGAL ANALYSIS**

4. **CONCLUSION**

5. **RECOMMENDATION**

6. **DISCUSSION**

7. **REFERENCES**

8. **APPENDICES**

9. **NOTES**

1. **Introduction**
 2. **Background**
 3. **Methodology**
 4. **Results**
 5. **Conclusion**
 6. **References**

[illegible]

1. The first step is to identify the problem or question that needs to be answered. This involves understanding the context and the specific requirements of the task.

1. The first step is to identify the problem. In this case, the problem is that the company is not meeting its sales targets.


