



A STUDY ON SALES ANALYSIS (ELECTRICITY) BY SABAH
ELECTRICITY SDN BHD (SESB) FROM JANUARY TO MAY
YEAR 2009

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SEPTEMBER 2009

DECLARATION OF ORIGINAL WORK



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“DECLARATION OF ORIGINAL WORK”

I, Adonis Jan Saliun, (860413-49-5815)

Hereby, declare that,

- This work has not previously been accepted in substance for any degree, locally or overseas and is not being concurrently submitted for this degree or any other degrees
- This project paper is result of my independent work and investigation, except where otherwise stated
- All verbatim extracts have been distinguished by quotation marks and sources of my information have been specially acknowledged.

Signature: _____

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LETTER OF TRANSMITTAL

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October, 2009

The Project Advisor,
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Dear Sir,

RE: SUBMISSION OF A PROJECT PAPER

With reference to the above, attached is a report entitled "A STUDY ON SALES ANALYSIS (ELECTRICITY) BY SABAH ELECTRICITY SDN BHD (SESB) FROM JANUARY TO MAY YEAR 2009". I hope this will fulfill the requirement as needed by the faculty of Business Management, Universiti Teknologi MARa and find everything satisfactory.

Thank you.

Your faithfully

ADONIS JAN SALIUN

2007137415

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ABSTRACT

This paper study on the sales analysis (electricity) by Sabah Electricity Sdn. Bhd. This study will focus on the company monthly sales from January to Mac 2009 for a period of five (5) months during the practical training. A rough ideas on the sales position of a company can be obtain by looking at it monthly sales. However, there is a need for reliable information in which every party can use for better decision making and to enhance the understanding over an organization's actual business performance, and not just based on assumptions or an idea over a particular situation.

For this reason, researcher will conduct a thorough sales analysis to analyze the sales with the organization's goals, to identify problem that affect the sales and understand the problem that occurred in the sales of the company.