

Key components of P&L management



Revenue and Sales Management

Effective revenue and sales management ensures the business capitalizes on its revenue streams.



Cost of Goods Sold (COGS)

COGS represents the direct costs attributed to the production of the goods sold by a company.



Operating Expenses

Operating expenses encompasses all costs required to run the business that aren't directly linked to standard costs.



Net Profit

Net profit is the company's bottom line and the ultimate measure of profitability after everything is accounted for.

A P L For Management

Michal Rosen-Zvi



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