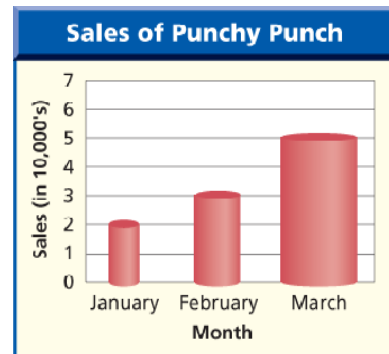


## Lesson 2-9

**Problem**

A sales representative for a new soft drink is trying to convince a chain of food stores to order a much larger quantity. The salesperson uses the graph at the right in the sales pitch.



1. What can you say about sales of the drink?
2. What is deceptive about the graph?
3. How would you change the graph so that it is not misleading?

**Solution**

1. Read the vertical scale. Sales are increasing. Sales in March are approximately twice as great as the sales in January.
2. Dimensions other than height have been changed. Sales for February and March appear to be greater than they actually are.
3. Diameters should be the same, so only the heights are compared.