

# Pareto's 80/20 Rule For Corporate Accountants

## By David Parmenter

**By David Parmenter**

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Pareto's Principle: The 80/20 Rule. Examples of the 80/20 Rule in Business. 80% of sales come from 20% of customers. 20% of products produce 80% of sales.

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Examples of applying the Pareto principle to marketing. The 80:20 rule, equally well known as the Pareto principle, is widely used and abused in business, but how

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