**営業報告（会議用）**

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| 前繰越：前年度受注残棟数・金額 |

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| 修目の累計：累計実＋修正目計（単月） |

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| 年間目：方針書の今年度年間目標棟数・金額 |

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| 　方　目　：方針書の月間目標棟数・金額 |

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| 累計目：方針書の前月迄の累計目標棟数・金額 |

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| 　修　目　：修正した月間目標棟数・金額 |

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| 累計実：前月迄の累計実績棟数・金額 |

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| 　予　実　：達成できる予測の棟数・金額 |

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| 　差　：累計目と累計実の差 | 　　差　　：修目と予実の差 |