Here are **20 business questions** that can be answered using **Python** with this dataset:

Download the dataset via the link below

**Dataset:** [Sample Sales Data](https://www.kaggle.com/datasets/kyanyoga/sample-sales-data)

### ****Sales & Revenue Analysis****

1. What is the **total revenue** generated from sales?
2. What are the **top 5 best-selling products** based on total sales?
3. What is the **average order value** (total sales / number of orders)?
4. Which **month has the highest sales**?
5. How do **quarterly sales trends** vary over the years?

### ****Customer & Market Insights****

1. Who are the **top 5 customers** based on revenue?
2. What is the **distribution of orders by deal size** (small, medium, large)?
3. Which **country generates the most revenue**?
4. How does **sales performance vary by territory**?
5. What is the **most common order quantity**?

### ****Product Performance****

1. What is the **profit margin per product** (assuming MSRP - PRICEEACH)?
2. Which **product line contributes the most to total sales**?
3. How does **pricing affect order quantities**?
4. What is the **relationship between MSRP and sales performance**?
5. How many **unique products** are sold in the dataset?

### ****Operational Performance****

1. What is the **average delivery time** based on order status and order date?
2. What percentage of orders are **pending, shipped, or canceled**?
3. What is the **average number of orders per customer**?
4. How many **orders are placed per month**?
5. Are there **seasonal trends** in sales performance?