

Exploratory Data Analysis

Figure 1.1
Correlation of Numerical Inputs

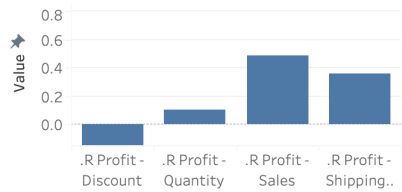


Figure 1.2
Profit and Discount for Product Sub-Cat

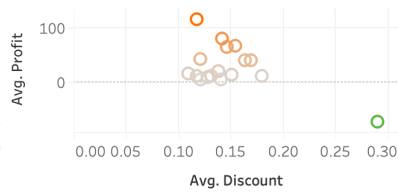


Figure 1.3.1
Identifying Tables Product

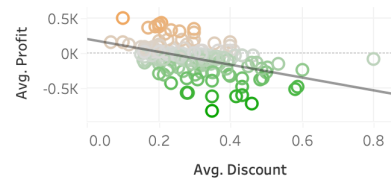


Figure 1.4
Discount effect on Profit & Sales

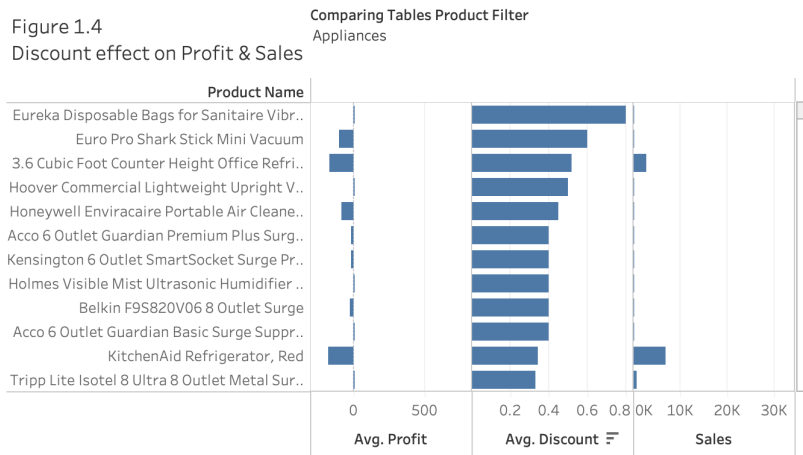
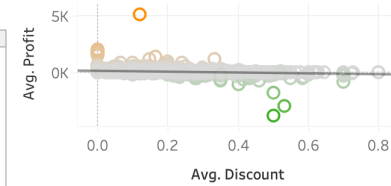


Figure 1.3.2
Comparing all vs Tables Product



Role of Time effecting Discount & Profit's Relationship

Figure 2.1.1
Profit Overall Timeline



Figure 2.1.2
Individual Profit Timeline

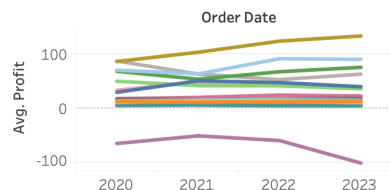


Figure 2.1.3
Profit Overall Timeline No Tables



Figure 2.1.4
Tables Profit & Discount Monthly Timeline

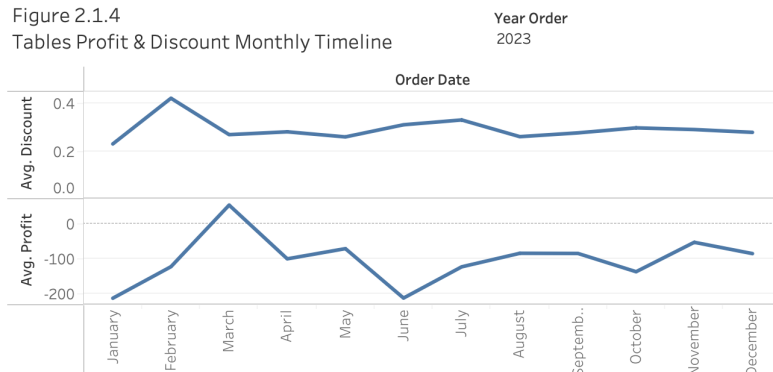
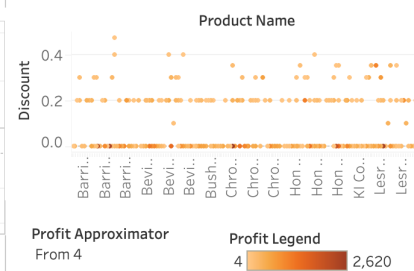


Figure 2.2
Salvaging Tables Product



Regional Effect



Figure 3.1
Regional Effect on Profit for Tables

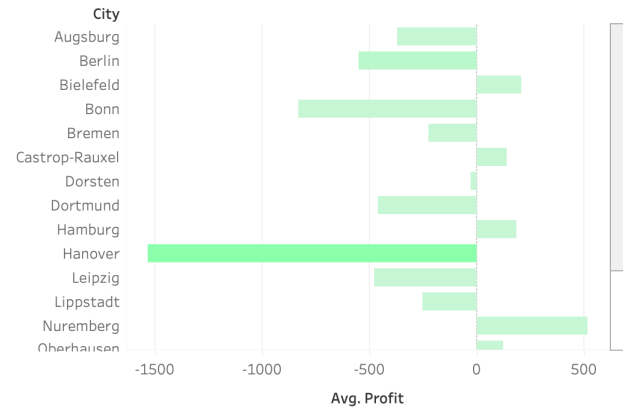
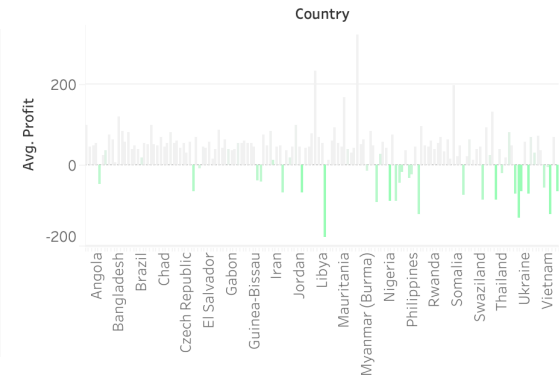


Figure 3.2
Regional Effect on Profit Overall



Underperforming Country Analysis

Figure 4.1
Underperforming Countries

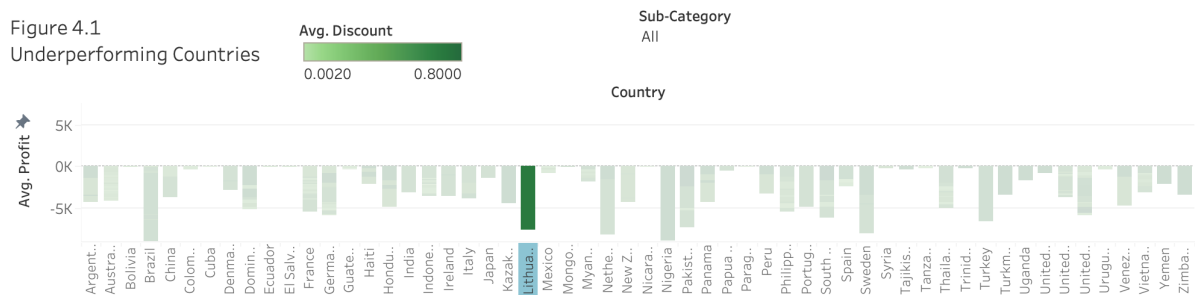


Figure 4.2
Product Detail

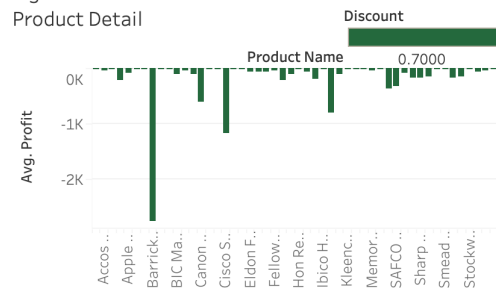
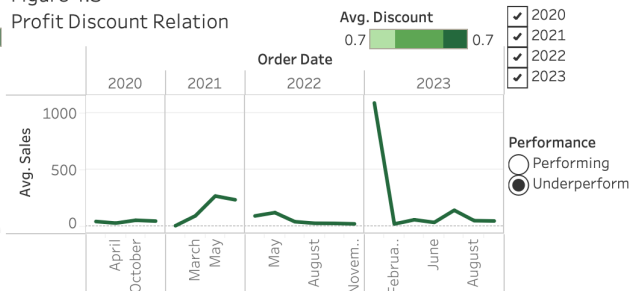


Figure 4.3
Profit Discount Relation



Discounting Effect on Sales & Profit

Figure 5.1
Discount Anomaly Detection

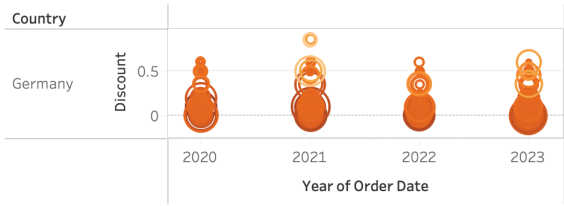


Figure 5.3
Profit after discount adjustment

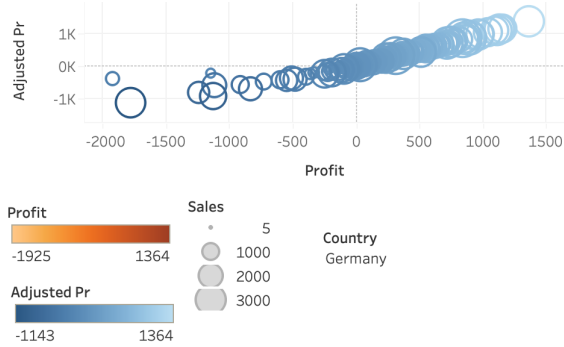


Figure 5.2
Discount Sensitivity Analysis (Negative Profit)

