



Data Analysis

Sales Analysis Project Documentation

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1. Introduction

Project Overview

The purpose of this project is to conduct a comprehensive analysis of sales data from a fictitious superstore to extract valuable insights into sales performance, customer behavior, and supplier reliability. The project was chosen to leverage data analysis techniques to inform decision-making and enhance business operations, ultimately leading to increased revenue and improved customer satisfaction.

Data Description

The dataset used for this project contains detailed records of sales transactions, including customer information, product details, order specifics, and supplier data. The data was sourced from the company's sales database, customer relationship management (CRM) system, and employee records, ensuring a holistic view of the business operations.

2. Tools and Technologies

List of Tools

- **Python:** Used for data cleaning, analysis, and initial visualizations.
- **Power BI:** Employed to create interactive dashboards and visual representations of the data.
- **Excel:** Utilized for preliminary data manipulation and analysis.

Libraries and Packages

- **Pandas:** For data manipulation and analysis, particularly for handling data frames.
- **NumPy:** Used for numerical calculations and handling large datasets.
- **Plotly:** For creating static, animated, and interactive visualizations in Python.

3. Workflow Process

1) Data Collection

Data was gathered from multiple sources, including:

- Sales records from the company's database.
- Customer information from the CRM system.
- Employee performance data from the HR system.
- Shipping details from logistics partners.

2) Data Cleaning

The following steps were taken to clean the data:

- Removed duplicates to ensure accuracy.
- Handled missing values by filling gaps in key columns or removing incomplete entries.
- Standardized formats for dates and categorical variables to maintain consistency.
- Corrected any inaccuracies, such as replacing erroneous product names.

3) Data Analysis

Methods used for data analysis included:

- **Descriptive Statistics:** To summarize sales data and identify key metrics.
- **Comparative Analysis:** To evaluate sales performance across different regions and product categories.

- **Trend Analysis:** To assess seasonal sales patterns over time.

4) Visualization

Charts and graphs created included:

- **Bar Charts:** To display sales distribution by product category and region.
 - **Line Graphs:** To visualize trends in sales over time.
 - **Pie Charts:** To represent the proportion of sales by different product categories.
-

4. Results

Summary of Findings

The analysis revealed key insights, including:

- Identification of the top-selling products and regions contributing significantly to total sales.
- Insights into customer demographics and purchasing behavior.
- Evaluation of supplier performance based on product availability and reliability.

Unexpected Outcomes

Some surprising findings included:

- Certain products showed unexpectedly high sales during off-peak seasons, indicating potential new market trends.
 - Some regions that were initially thought to underperform had a higher customer engagement level than anticipated.
-

5. Conclusions

Key Takeaways

The project concluded that a data-driven approach is essential for understanding sales dynamics. Key factors influencing sales include product quality, customer engagement, and effective supplier relationships.

Implications

The results signify that businesses can enhance their operational strategies by focusing on high-performing products and regions, improving customer relationships, and optimizing supplier partnerships.

6. Future Work

Suggestions for Future Projects

- Conduct a deeper analysis of customer segmentation to tailor marketing strategies more effectively.
- Explore predictive analytics to forecast future sales trends and inventory needs.

Areas for Further Research

- Investigate the impact of promotional campaigns on sales performance.
 - Analyze the effect of economic indicators on customer purchasing behavior.
-

7. Team Roles

This project was a collaborative effort, with all team members contributing to each phase, from data cleaning to visualization, reporting, and documentation.

- **Muhammad Jamal** (Data Cleaning, App Development & Documentation Lead):
 - Cleaned datasets including Order Details, Sales, Categories, Employees, and Customers.
 - Developed the Streamlit App for interactive data analysis.
 - Managed the project documentation process while collaborating with team members.
- **Amr Mohammed** (Data Cleaning, Country Performance, Presentation & Reporting):
 - Cleaned Suppliers and Products data using Python.
 - Developed the Country Performance Page in the dashboard.
 - Contributed to the project presentation and final report, working closely with the team throughout the process.
- **Mazen Maher** (Dashboard Design & Visualization Specialist):
 - Designed the dashboard layout in Power BI, ensuring a user-friendly interface.
 - Focused on creating product performance visuals and analyzing regional sales trends.
 - Worked alongside the team to refine the overall dashboard design for clarity and accessibility.

- **Mostafa Amin** (Dashboard & Power BI Specialist, Animation Page):
 - Created the Overview Page in Power BI and connected multiple tables.
 - Developed the Animation Page for the data presentation.
 - Collaborated with team members on data integration and visualization efforts.

8. Implementation

Data Cleaning with Python

```
File Edit Selection View Go Run Terminal Help
G: > DEPI(Data Analytics) > Final_Project > Python > FinalIpyb > import numpy as np
+ Code + Markdown | Run All | Clear All Outputs | Outline ...
Select Kernel

import numpy as np
import pandas as pd
import matplotlib as plt
import seaborn as sns
import plotly.express as px

[7] Python

excel_file = 'G:\DEPI(Data Analytics)\Final_Project\proj.xlsx'
sheets = pd.read_excel(excel_file, sheet_name=None)
print(sheets.keys())

[8] Python

dict_keys(['Categories', 'Employees', 'OrdersDetails', 'Customers', 'Products', 'Sales', 'Suppliers'])

categories = sheets['Categories']
Employees = sheets['Employees']
OrdersDetails = sheets['OrdersDetails']
Sales = sheets['Sales']
Suppliers = sheets['Suppliers']
Products = sheets['Products']
Customers = sheets['Customers']

[9] Python

categories

[10] Python
```

```
File Edit Selection View Go Run Terminal Help
G: > DEPI(Data Analytics) > Final_Project > Python > FinalIpyb > import numpy as np
+ Code + Markdown | Run All | Clear All Outputs | Outline ...
Select Kernel

categories.info()

[11] Python

<class 'pandas.core.frame.DataFrame'>
RangeIndex: 10 entries, 0 to 9
Data columns (total 4 columns):
 #   column      Non-Null Count  Dtype
---  -
 0  CategoryID   8 non-null       float64
 1  CategoryName 8 non-null       object
 2  Description  8 non-null       object
 3  Picture      0 non-null       float64
dtypes: float64(2), object(2)
memory usage: 448.0+ bytes

categories.isna().sum()

[12] Python

CategoryID      2
CategoryName     2
Description      2
Picture        10
dtype: int64

categories.dropna(subset=['CategoryID', 'CategoryName', 'Description'], axis=0, inplace=True)

[13] Python

categories.isna().sum()

[14] Python
```



```
File Edit Selection View Go Run Terminal Help
G: > DEPI(Data Analytics) > Final_Project > Python > FinalLipynb > import numpy as np
+ Code + Markdown | Run All | Clear All Outputs | Outline ...

[17] Employees.isna().sum()
Python
... EmployeeID      1
      LastName      2
      FirstName     1
      Title         2
      TitleOfCourtesy 2
      BirthDate     1
      HireDate      1
      Address       1
      City          1
      Region        5
      PostalCode    1
      Country       1
      HomePhone     1
      Extension     1
      Photo         1
      Notes         1
      ReportsTo     2
      dtype: int64

[18] Employees.drop(columns=['Photo','Region'], inplace=True)
Python

[19] Employees['LastName'].fillna('-', inplace=True)
Python

Employees['Full Name'] = Employees['FirstName'] + ' ' + Employees['LastName']
Python
```

```
File Edit Selection View Go Run Terminal Help
G: > DEPI(Data Analytics) > Final_Project > Python > FinalLipynb > import numpy as np
+ Code + Markdown | Run All | Clear All Outputs | Outline ...

[23] Employees['TitleOfCourtesy'].fillna('Ms.', inplace=True)
Python

[23] Employees
Python
...
EmployeeID  LastName  FirstName  Title  TitleOfCourtesy  BirthDate  HireDate  Address  City  PostalCode  Country  HomePhone  Extension  Notes  ReportsTo
0          1.0      -      Nancy  Sales Representative  Ms.  1968-12-08  1992-05-01  507 - 20th Ave. E_x000D_nApt. 2A  Seattle  98122  USA  (206) 555-9857  5467.0  Education includes a BA in psychology from Col...  2
1          NaN      -      NaN    Sales Representative  Ms.  NaT      NaT      NaN      NaN      NaN      NaN      NaN      NaN      NaN      NaN
2          2.0  Fuller  Andrew  Vice President, Sales  Dr.  1952-02-19  1992-08-14  908 W. Capital Way  Tacoma  98401  USA  (206) 555-9482  3457.0  Andrew received his BTS commercial and a Ph.D...  NaN
3          3.0  Leverling  Janet  Sales Representative  Ms.  1963-08-30  1992-04-01  722 Moss Bay Blvd.  Kirkland  98033  USA  (206) 555-3412  3355.0  Janet has a BS degree in chemistry from Boston...  2
4          4.0  Peacock  Margaret  Sales Representative  Mrs.  1958-09-19  1993-05-03  4110 Old Redmond Rd.  Redmond  98052  USA  (206) 555-8122  5176.0  Margaret holds a BA in English literature  2
```


FinalLipynb X Release Notes: 1.94.0

G: > DEPI(Data Analytics) > Final_Project > Python > FinalLipynb > Customers.isna().sum()

+ Code + Markdown | Run All | Clear All Outputs | Outline ...

Select Kernel

Products.dropna(how='all', inplace=True)

[37] Python

Products.isna().sum()

[38] Python

ProductID 1
ProductName 0
SupplierID 0
CategoryID 0
QuantityPerUnit 0
UnitPrice 0
UnitsInStock 0
UnitsOnOrder 0
ReorderLevel 0
Discontinued 0
dtype: int64

Products.head()

[39] Python

	ProductID	ProductName	SupplierID	CategoryID	QuantityPerUnit	UnitPrice	UnitsInStock	UnitsOnOrder	ReorderLevel	Discontinued
0	1	Chai	1.0	1.0	10 boxes x 20 bags	18.00	39.0	0.0	10.0	0.0
3	2	Chang	1.0	1.0	24 - 12 oz bottles	19.00	17.0	40.0	25.0	0.0
4	NaN	Aniseed Syrup	1.0	2.0	12 - 550 ml bottles	10.00	13.0	70.0	25.0	0.0
5	4	Chef Anton's Cajun Seasoning	2.0	2.0	48 - 6 oz jars	22.00	53.0	0.0	0.0	0.0
6	SSS		5	2.0	36 boxes	21.35	0.0	0.0	0.0	1.0

FinalLipynb X Release Notes: 1.94.0

G: > DEPI(Data Analytics) > Final_Project > Python > FinalLipynb > Products.isna().sum()

+ Code + Markdown | Run All | Clear All Outputs | Outline ...

Select Kernel

Products['ProductID'].fillna(3, inplace=True)

[40] Python

Products['ProductName'].replace(5, 'SSS', inplace=True)

[41] Python

Products['ProductID'].replace('SSS', 5, inplace=True)

[42] Python

Products.head()

[43] Python

	ProductID	ProductName	SupplierID	CategoryID	QuantityPerUnit	UnitPrice	UnitsInStock	UnitsOnOrder	ReorderLevel	Discontinued
0	1	Chai	1.0	1.0	10 boxes x 20 bags	18.00	39.0	0.0	10.0	0.0
3	2	Chang	1.0	1.0	24 - 12 oz bottles	19.00	17.0	40.0	25.0	0.0
4	3	Aniseed Syrup	1.0	2.0	12 - 550 ml bottles	10.00	13.0	70.0	25.0	0.0
5	4	Chef Anton's Cajun Seasoning	2.0	2.0	48 - 6 oz jars	22.00	53.0	0.0	0.0	0.0
6	5	SSS	2.0	2.0	36 boxes	21.35	0.0	0.0	0.0	1.0

Products['SupplierID'] = Products['SupplierID'].astype('int64')
Products['CategoryID'] = Products['CategoryID'].astype('int64')
Products['UnitsInStock'] = Products['UnitsInStock'].astype('int64')
Products['UnitsOnOrder'] = Products['UnitsOnOrder'].astype('int64')
Products['ReorderLevel'] = Products['ReorderLevel'].astype('int64')

[44] Python

```
File Edit Selection View Go Run Terminal Help
G: > DEPI(Data Analytics) > Final_Project > Python > FinalIpyb > Products[SupplierID] = Products[SupplierID].astype(int64)
+ Code + Markdown | Run All | Clear All Outputs | Outline ...
Suppliers.columns
[47] Python
... Index(['SupplierID', 'CompanyName', 'ContactName', 'ContactTitle', 'Address',
        'City', 'Region', 'PostalCode', 'Country', 'Phone', 'Fax', 'HomePage'],
        dtype='object')

Suppliers.head()
[48] Python
...
SupplierID CompanyName ContactName ContactTitle Address City Region PostalCode Country Phone Fax HomePage
0 1 Exotic Liquids Charlotte Cooper Purchasing Manager 49 Gilbert St. London NaN EC1 4SD UK (171) 555-2222 NaN NaN
1 2 NaN Shelley Burke Order Administrator P.O. Box 78934 New Orleans LA 70117 USA (100) 555-4822 NaN NaN
2 3 Grandma Kelly's Homestead Regina Murphy Sales Representative 707 Oxford Rd. Ann Arbor MI 48104 USA (313) 555-5735 (313) 555-3349 NaN
3 4 Tokyo Traders Yoshi Nagase Marketing Manager 9-8 Sekimai_x000D_\nMusashino-shi Tokyo NaN 100 Japan (03) 3555-5011 NaN NaN
4 5 Cooperativa de Quesos 'Las Cabras' Antonio del Valle Saavedra Export Administrator Calle del Rosal 4 Oviedo Asturias 33007 Spain (98) 598 76 54 NaN NaN

Suppliers.info()
[49] Python
...
<class 'pandas.core.frame.DataFrame'>
RangeIndex: 29 entries, 0 to 28
Data columns (total 12 columns):
# Column Non-Null Count Dtype
---
...

```

```
File Edit Selection View Go Run Terminal Help
G: > DEPI(Data Analytics) > Final_Project > Python > FinalIpyb > Products[SupplierID] = Products[SupplierID].astype(int64)
+ Code + Markdown | Run All | Clear All Outputs | Outline ...
Suppliers.isnull().sum()
[50] Python
...
SupplierID      0
CompanyName      1
ContactName      0
ContactTitle      0
Address          0
City            0
Region          20
PostalCode       0
Country          0
Phone            0
Fax             16
HomePage         26
dtype: int64

Suppliers['CompanyName']=Suppliers['CompanyName'].fillna("unknown")
[51] Python

Suppliers
[52] Python
...
SupplierID CompanyName ContactName ContactTitle Address City Region PostalCode Country Phone Fax HomePage
0 1 Exotic Liquids Charlotte Cooper Purchasing Manager 49 Gilbert St. London NaN EC1 4SD UK (171) 555-2222 NaN NaN
1 2 unknown Shelley Burke Order Administrator P.O. Box 78934 New Orleans LA 70117 USA (100) 555-4822 NaN NaN
2 3 Grandma Kelly's Homestead Regina Murphy Sales Representative 707 Oxford Rd. Ann Arbor MI 48104 USA (313) 555-5735 (313) 555-3349 NaN

```

File Edit Selection View Go Run Terminal Help ← → Search

FinalIPynb X Release Notes: 1.94.0

G: > DEPI(Data Analytics) > Final_Project > Python > FinalIPynb > Products[SupplierID] = Products[SupplierID].astype(int64)

+ Code + Markdown | Run All | Clear All Outputs | Outline ...

Select Kernel

```
Suppliers.drop(['Region', 'Fax', 'HomePage', 'PostalCode', 'Phone'], axis=1, inplace=True)
```

[53] Python

Suppliers

[54] Python

	SupplierID	CompanyName	ContactName	ContactTitle	Address	City	Country
0	1	Exotic Liquids	Charlotte Cooper	Purchasing Manager	49 Gilbert St.	London	UK
1	2	unknown	Shelley Burke	Order Administrator	P.O. Box 78934	New Orleans	USA
2	3	Grandma Kelly's Homestead	Regina Murphy	Sales Representative	707 Oxford Rd.	Ann Arbor	USA
3	4	Tokyo Traders	Yoshi Nagase	Marketing Manager	9-8 Sekimai_x000D_ynMusashino-shi	Tokyo	Japan
4	5	Cooperativa de Quesos 'Las Cabras'	Antonio del Valle Saavedra	Export Administrator	Calle del Rosal 4	Oviedo	Spain
5	6	Mayumi's	Mayumi Ohno	Marketing Representative	92 Setsuko_x000D_ynChuo-ku	Osaka	Japan
6	7	Pavlova, Ltd.	Ian Devling	Marketing Manager	74 Rose St_x000D_ynMoonie Ponds	Melbourne	Australia
7	8	3	Peter Wilson	Sales Representative	29 King's Way	Manchester	UK
8	9	PB Knäckebröd AB	Lars Peterson	Sales Agent	Kaloadagatan 13	Göteborg	Sweden
9	10	Refrescos Americanas LTDA	Carlos Diaz	Marketing Manager	Av. das Americanas 12.890	São Paulo	Brazil
10	11	Hell Süßwaren GmbH & Co. KG	Petra Winkler	Sales Manager	Tiergartenstraße 5	Berlin	Germany
11	12	Plutzer Lebensmittelgroßmärkte AG	Martin Bein	International Marketing Mgr.	Bogenallee 51	Frankfurt	Germany
12	13	Nord-Ost-Fisch Handelsgesellschaft mbH	Sven Petersen	Coordinator Foreign Markets	Frahmredder 112a	Cuxhaven	Germany
13	14	Formaggi Fortini s.r.l.	Elio Rossi	Sales Representative	Viale Dante, 75	Ravenna	Italy
14	15	Norske Meierier	Beate Vileid	Marketing Manager	Hatlevegen 5	Sandvika	Norway
15	16	Bigfoot Breweries	Cheryl Saylor	Regional Account Rep.	3400 - 8th Avenue_x000D_ynSuite 210	Bend	USA
16	17	Svensk Sjöföda AB	Michael Björn	Sales Representative	Browallavägen 231	Stockholm	Sweden
17	18	Aux joyeux ecclésiastiques	Guylène Nodier	Sales Manager	203, Rue des Francs-Bourgeois	Paris	France
18	19	New England Seafood Cannery	Robb Merchant	Wholesale Account Agent	Order Processing Dept_x000D_yn2100 Paul Rever...	Boston	USA

File Edit Selection View Go Run Terminal Help ← → Search

FinalIPynb X Release Notes: 1.94.0

G: > DEPI(Data Analytics) > Final_Project > Python > FinalIPynb > Products[SupplierID] = Products[SupplierID].astype(int64)

+ Code + Markdown | Run All | Clear All Outputs | Outline ...

Select Kernel

```
Sales.columns
```

[55] Python

```
Index(['OrderID', 'Customer key ', 'EmployeeID', 'OrderDate', 'RequiredDate',  
       'ShippedDate', 'Freight', 'ShipAddress', 'ShipCity', 'ShipRegion',  
       'ShipPostalCode', 'ShipCountry'],  
      dtype='object')
```

Sales.info()

[56] Python

```
<class 'pandas.core.frame.DataFrame'>  
RangeIndex: 837 entries, 0 to 836  
Data columns (total 12 columns):  
#   column              Non-Null Count  Dtype  
---  ---  
0   OrderID             837 non-null    int64  
1   Customer key        829 non-null    object  
2   EmployeeID          830 non-null    float64  
3   OrderDate           830 non-null    datetime64[ns]  
4   RequiredDate        830 non-null    datetime64[ns]  
5   ShippedDate         809 non-null    datetime64[ns]  
6   Freight             830 non-null    float64  
7   ShipAddress         830 non-null    object  
8   ShipCity            830 non-null    object  
9   ShipRegion          323 non-null    object  
10  ShipPostalCode       811 non-null    object  
11  ShipCountry          830 non-null    object  
dtypes: datetime64[ns](3), float64(2), int64(1), object(6)  
memory usage: 78.6+ KB
```

```
Sales['ShippedDate']-Sales['ShippedDate'].dt.date
```

```
File Edit Selection View Go Run Terminal Help
FinalIPynb X Release Notes: 1.94.0
G: > DEPI(Data Analytics) > Final_Project > Python > FinalIPynb > Products[SupplierID] = Products[SupplierID].astype(int64)
+ Code + Markdown | Run All | Clear All Outputs | Outline ...
Select Kernel

[57] Sales['ShippedDate']=Sales['ShippedDate'].dt.date Python

[58] Sales.isnull().sum() Python

...
OrderID      0
Customer key  8
EmployeeID   7
OrderDate    7
RequiredDate  7
ShippedDate  28
Freight       7
ShipAddress  7
ShipCity     7
ShipRegion   514
ShipPostalCode 26
ShipCountry  7
dtype: int64

[59] Sales.columns = Sales.columns.str.strip() Python

Sales = Sales.drop_duplicates(subset=['OrderID']) Python

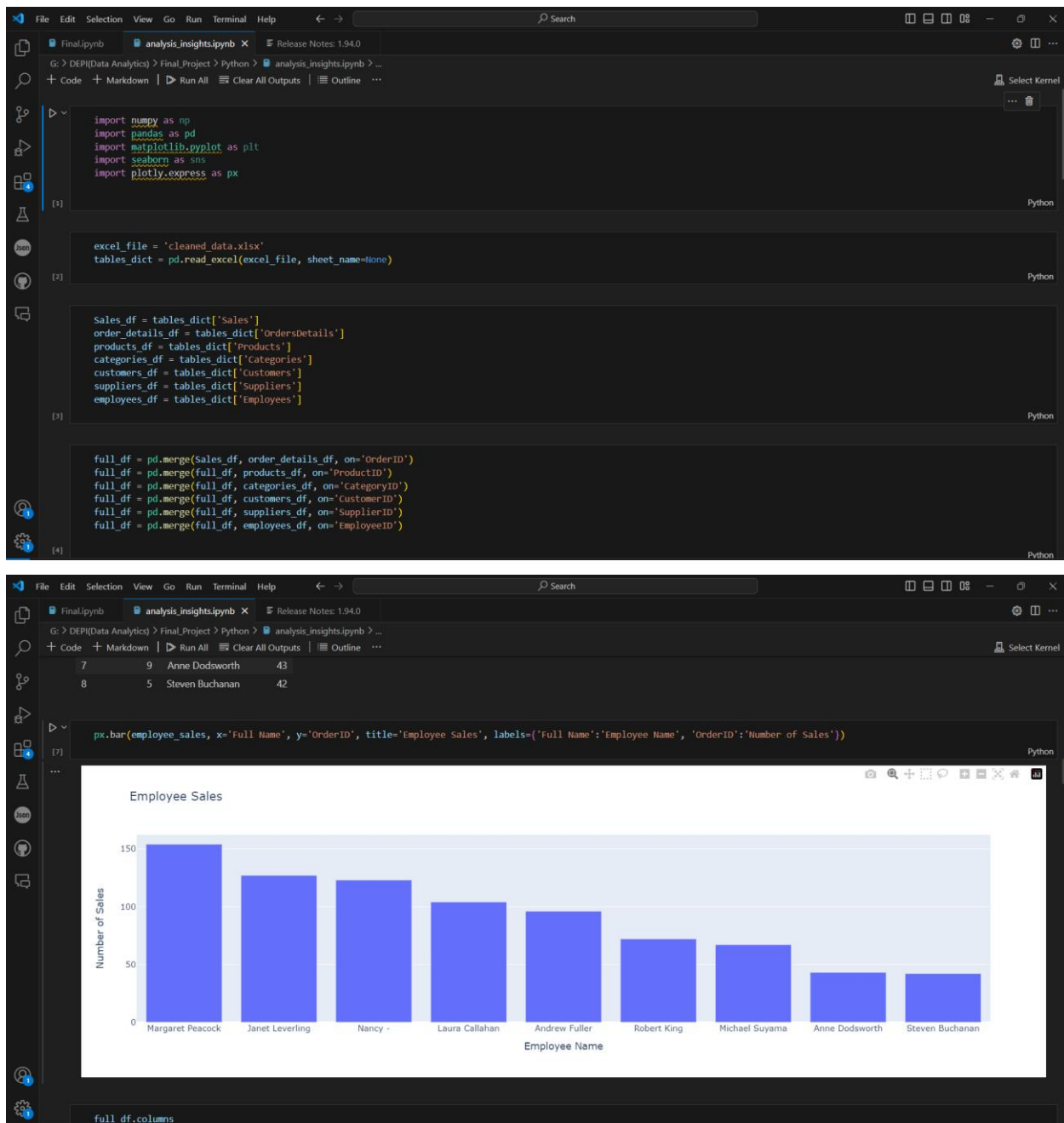
Sales=Sales.dropna(subset=['Customer key'])
```

```
File Edit Selection View Go Run Terminal Help
FinalIPynb X Release Notes: 1.94.0
G: > DEPI(Data Analytics) > Final_Project > Python > FinalIPynb > Products[SupplierID] = Products[SupplierID].astype(int64)
+ Code + Markdown | Run All | Clear All Outputs | Outline ...
Select Kernel

[66] Sales.to_excel('proje.xlsx',sheet_name='Sales',index=False) Python

[67] Suppliers.to_excel('proje.xlsx',sheet_name='Suppliers',index=False) Python

[68] output_file = 'cleaned_data.xlsx'
    sheets = {'Customers': Customers, 'Employees': Employees, 'OrdersDetails': OrdersDetails, 'Products': Products, 'Categories': categories, 'Suppliers': Suppliers, 'Sales': Sales}
    with pd.ExcelWriter(output_file, engine='xlsxwriter') as writer:
        for sheet_name, df in sheets.items():
            df.to_excel(writer, sheet_name=sheet_name, index=False)-- Python
```



Python File [Click here](#)

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Sales Analysis Project

Dataset Description

This dataset contains order details from a fictitious company that sells different products. Each order includes customer and product details, shipping information, and employee details.

Column Descriptions

OrderID: Unique identifier for each order.

CustomerID: Unique identifier for each customer.

EmployeeID: Unique identifier for each employee who processed the order.

OrderDate: Date when the order was placed.

RequiredDate: Date when the customer requires the order to be delivered.

ShippedDate: Date when the order was shipped.

Freight: Cost of shipping the order.

ShipAddress: Address where the order is to be shipped.

Manage app

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Notes: Notes about the employee.

ReportsTo: ID of the employee to whom this employee reports.

Full Name: Full name of the employee.

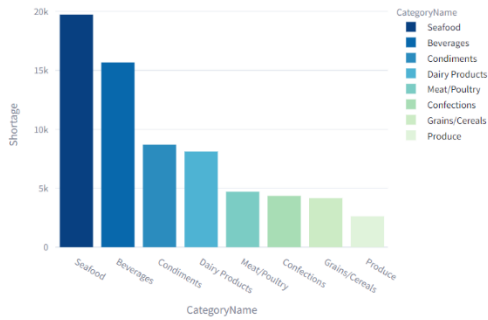
Show Sample Data

Sample Data

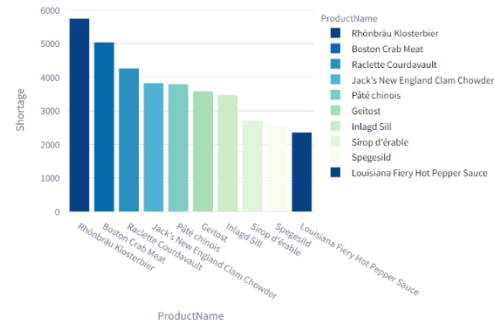
	OrderID	CustomerID	EmployeeID	OrderDate	RequiredDate	ShippedDate	Freight	ShipAddress
1,597	10,943	BSBEV	4	1998-03-11	1998-04-08	1998-03-19	2.17	Fauntleroy Cir
983	10,855	OLDWO	3	1998-01-27	1998-02-24	1998-02-04	170.97	2743 Bering St
1,633	10,816	GREAL	4	1998-01-06	1998-02-03	1998-02-04	719.78	2732 Baker Blv
1,065	10,273	QUICK	3	1996-08-05	1996-09-02	1996-08-12	76.07	Taucherstraße
230	10,890	DUMON	7	1998-02-16	1998-03-16	1998-02-18	32.76	67, rue des Cir

Manage app

What category has the least shortage?



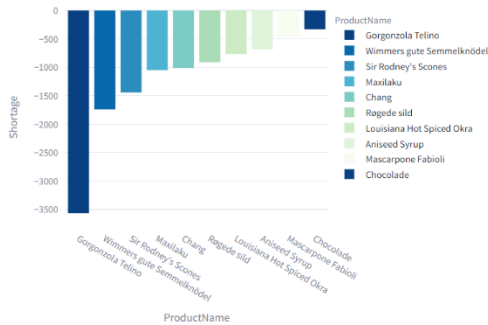
What product has the least shortage?



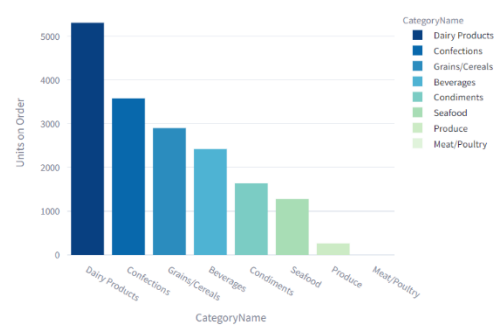
What product has the most shartage?

Which category is the most ordered?

What product has the most shartage?



Which category is the most ordered?



Most popular products around world

Least popular products around world

About Us

Meet the Team

We are a group of four data enthusiasts working together on this data analysis project. Our goal is to deliver insights and solutions through effective data visualization and analysis.



Mostafa Amin

Mostafa Amin

Power BI Specialist & Data Analyst

[Learn More about Mostafa](#)



Mazen Maher

Mazen Maher

Power BI Specialist & Data Analyst

[Manage app](#)



Muhammad Jamal

Muhammad Jamal

Python Developer & Data Analyst

[Learn More about Muhammad](#)



Amr Mohammed

Amr Mohammed

Python Developer & Data Analyst

[Learn More about Amr](#)

[Manage app](#)

Our Mission

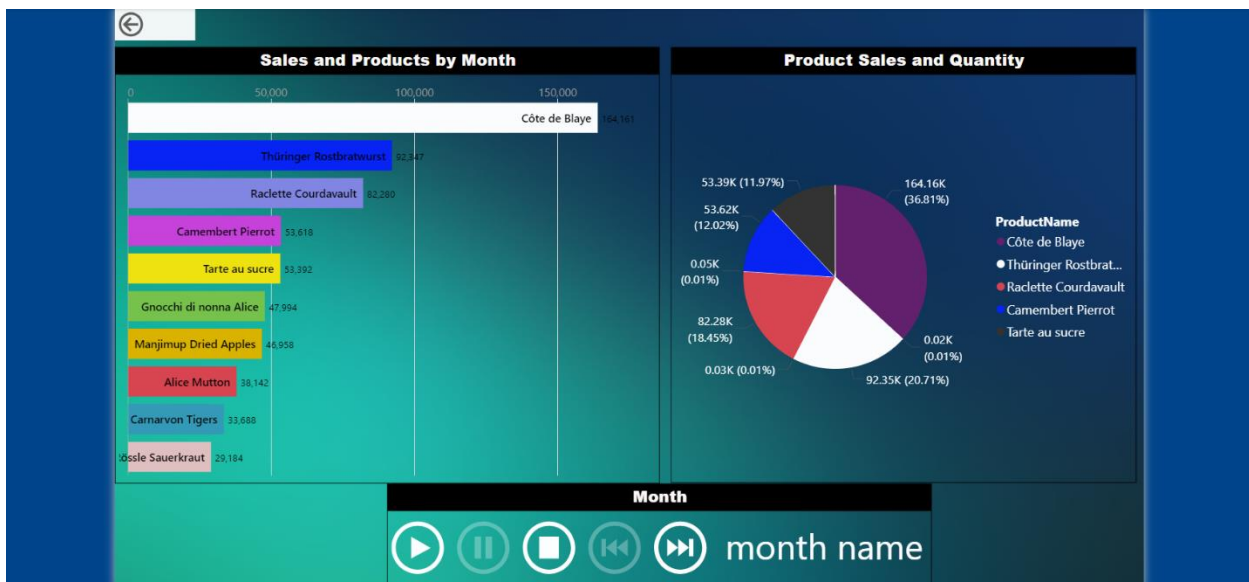
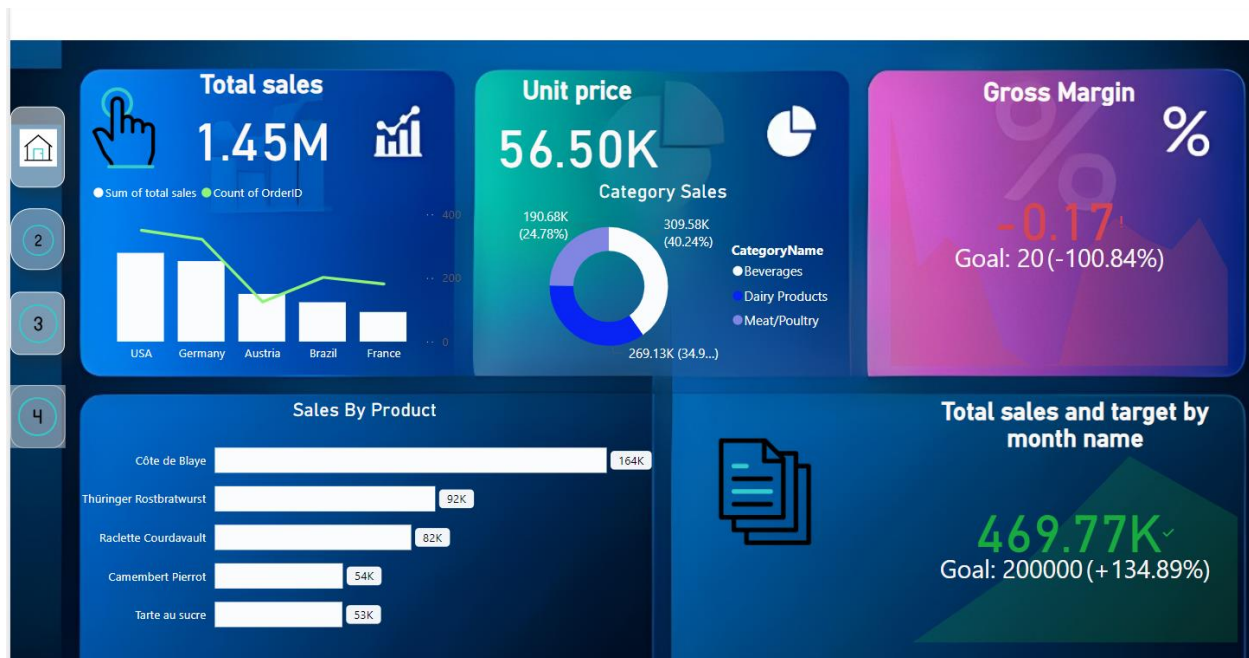
Our mission is to transform raw data into actionable insights. With diverse skills in data science, analysis, and visualization, we are committed to uncovering patterns and trends that can drive decisions.

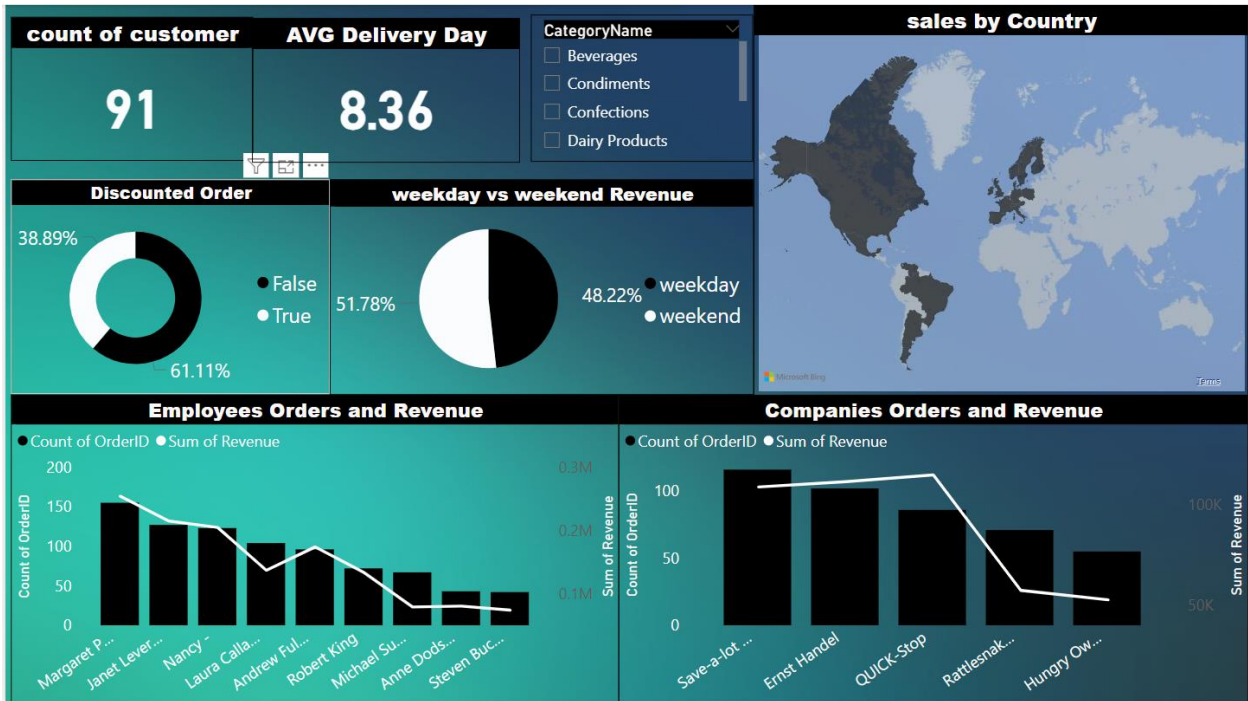
Our Vision

To leverage data as a powerful tool for solving real-world problems, inspiring businesses, and making informed decisions across different domains.

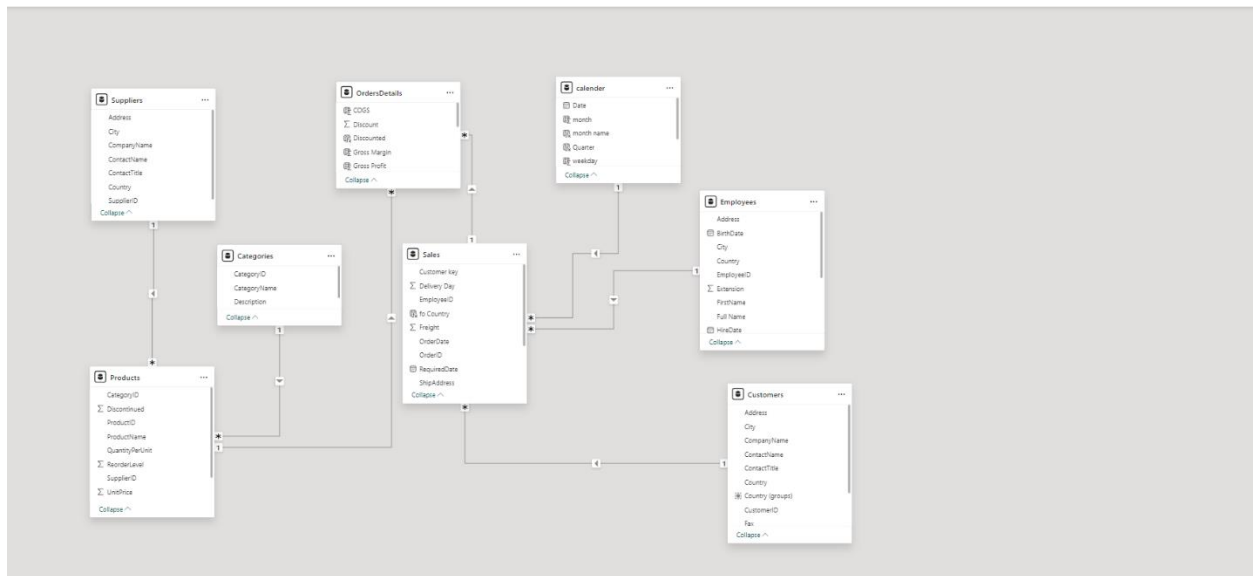
[Manage app](#)

The Final Dashboard





Star Schema in Power BI



Power BI File [Click here](#)

1 calendar = CALENDAR(MIN(Sales[OrderDate]),MAX(Sales[OrderDate]))							
Date	year	month	month name	Quarter	weekday	weeknum	weekday vs weekend
04/07/1996 00:00:00	1996	7	July	Q3		5	weekday
05/07/1996 00:00:00	1996	7	July	Q3		6	weekend
06/07/1996 00:00:00	1996	7	July	Q3		7	weekend
07/07/1996 00:00:00	1996	7	July	Q3		1	weekday
08/07/1996 00:00:00	1996	7	July	Q3		2	weekday
09/07/1996 00:00:00	1996	7	July	Q3		3	weekday
10/07/1996 00:00:00	1996	7	July	Q3		4	weekday
11/07/1996 00:00:00	1996	7	July	Q3		5	weekday
12/07/1996 00:00:00	1996	7	July	Q3		6	weekend
13/07/1996 00:00:00	1996	7	July	Q3		7	weekend
14/07/1996 00:00:00	1996	7	July	Q3		1	weekday
15/07/1996 00:00:00	1996	7	July	Q3		2	weekday
16/07/1996 00:00:00	1996	7	July	Q3		3	weekday
17/07/1996 00:00:00	1996	7	July	Q3		4	weekday
18/07/1996 00:00:00	1996	7	July	Q3		5	weekday
19/07/1996 00:00:00	1996	7	July	Q3		6	weekend
20/07/1996 00:00:00	1996	7	July	Q3		7	weekend
21/07/1996 00:00:00	1996	7	July	Q3		1	weekday
22/07/1996 00:00:00	1996	7	July	Q3		2	weekday
23/07/1996 00:00:00	1996	7	July	Q3		3	weekday
24/07/1996 00:00:00	1996	7	July	Q3		4	weekday
25/07/1996 00:00:00	1996	7	July	Q3		5	weekday
26/07/1996 00:00:00	1996	7	July	Q3		6	weekend
27/07/1996 00:00:00	1996	7	July	Q3		7	weekend
28/07/1996 00:00:00	1996	7	July	Q3		1	weekday
29/07/1996 00:00:00	1996	7	July	Q3		2	weekday
30/07/1996 00:00:00	1996	7	July	Q3		3	weekday
31/07/1996 00:00:00	1996	7	July	Q3		4	weekday
01/08/1996 00:00:00	1996	8	August	Q3		5	weekday
02/08/1996 00:00:00	1996	8	August	Q3		6	weekday

calendar (672 rows)

FileHomeHelpTable toolsColumn tools

Name

Gross Margin

Data type

Decimal number

Decimal number

\$

%

2

Σ

Sum

Uncategorized

1

Gross Margin = (OrdersDetails[Gross Profit]/OrdersDetails[Revenue])*100

OrderID	ProductID	UnitPrice	Quantity	Discount	total sales	Price	Revenue	COGS	Gross Profit	Gross Margin	Discounted
10251	65	16.8	20	0	421	21.05	421	336	85	20.19	False
10253	31	10	20	0	250	12.5	250	200	50	20.00	False
10255	2	15.2	20	0	380	19	380	304	76	20.00	False
10261	21	8	20	0	200	10	200	160	40	20.00	False
10261	35	14.4	20	0	360	18	360	288	72	20.00	False
10265	70	12	20	0	300	15	300	240	60	20.00	False
10273	33	2	20	0	50	2.5	50	40	10	20.00	False
10274	71	17.2	20	0	430	21.5	430	344	86	20.00	False
10277	28	36.4	20	0	912	45.6	912	728	184	20.18	False
10280	55	19.2	20	0	480	24	480	384	96	20.00	False
10283	15	12.4	20	0	310	15.5	310	248	62	20.00	False
10287	34	11.2	20	0	280	14	280	224	56	20.00	False
10290	5	17	20	0	427	21.35	427	340	87	20.37	False
10292	20	64.8	20	0	1620	81	1620	1296	324	20.00	False
10297	72	27.8	20	0	696	34.8	696	556	140	20.11	False
10299	70	12	20	0	300	15	300	240	60	20.00	False
10300	68	10	20	0	250	12.5	250	200	50	20.00	False
10301	56	30.4	20	0	760	38	760	608	152	20.00	False
10309	4	17.6	20	0	440	22	440	352	88	20.00	False
10309	43	36.8	20	0	920	46	920	736	184	20.00	False
10312	53	26.2	20	0	656	32.8	656	524	132	20.12	False
10317	1	14.4	20	0	360	18	360	288	72	20.00	False
10318	41	7.7	20	0	193	9.65	193	154	39	20.21	False
10322	52	5.6	20	0	140	7	140	112	28	20.00	False
10337	36	15.2	20	0	380	19	380	304	76	20.00	False
10338	17	31.2	20	0	780	39	780	624	156	20.00	False
10346	56	30.4	20	0	760	38	760	608	152	20.00	False
10356	69	28.8	20	0	720	36	720	576	144	20.00	False
10362	51	42.4	20	0	1060	53	1060	848	212	20.00	False
10363	31	10	20	0	250	12.5	250	200	50	20.00	False

Data

Search

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calendar

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Categories

>

Customers

>

Employees

>

OrdersDetails

>

Best month

>

COGS

>

Discount

>

Discounted

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Gross Margin

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Gross Profit

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OrderID

>

Price

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ProductID

>

Quantity

>

Revenue

>

target

>

target_emp

>

total sales

>

UnitPrice

>

Products

>

Sales

>

Suppliers

Table: OrdersDetails (2,155 rows) Column: Gross Margin (235 distinct values)

Thank You

Here you can find all the project files : **Our Drive**