WELCOME

Book Sales Report

Turning data into Insights

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Objectives

❏ Analyze book inventory data and identify trends in sales and stock levels.

❏ Track and visualize revenue generated by individual titles and genres
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❏ Determine the top-performing books based on revenue and units sold.

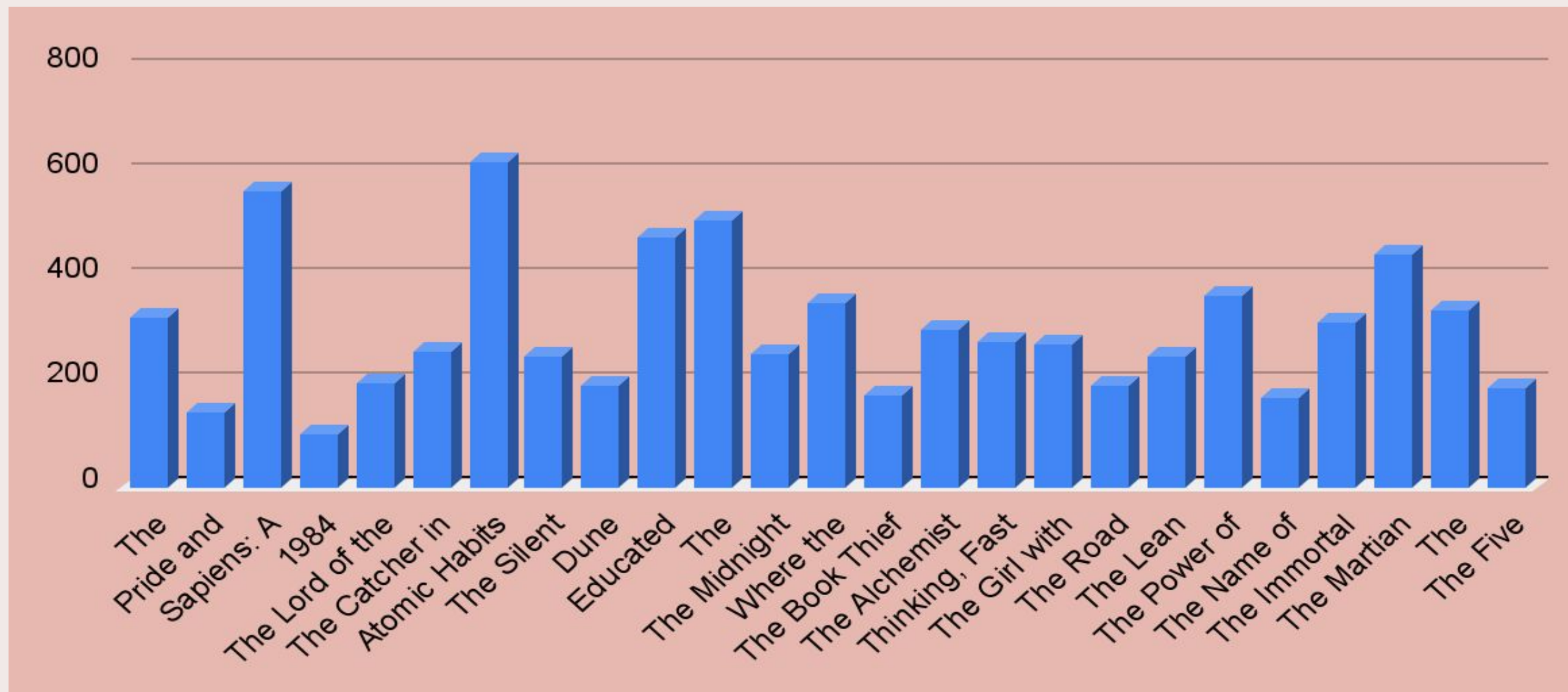❏ Support data-driven decisions in stock management and restocking

Key Matrix

📚 Total Books: *25*

📈 Highest Revenue Book: *Sapiens and Atomic Habits*

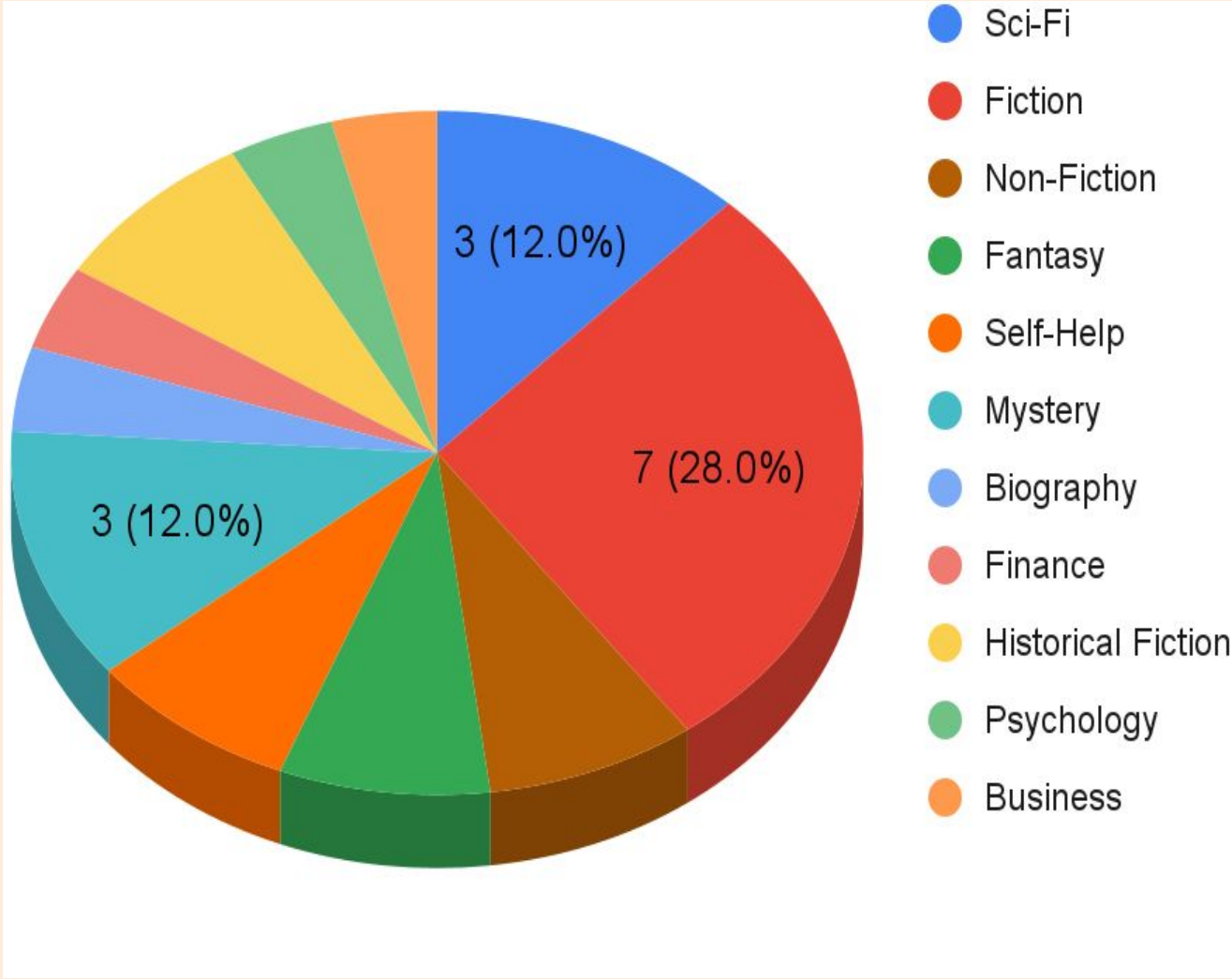📘 Best Selling Book(By Units Sold): *Atomic Habits-40 units*

🏷️ Most Common Genre: *Fiction(7 books)*

REVENUE BY BOOK

Sapiens and Atomic Habits generate the highest revenue

GENRE DISTRIBUTION GRAPH

Sci-Fi
Fiction
Non-Fiction
Fantasy
Self-Help
Mystery
Biography
Finance
Historical Fiction
Psychology
Business

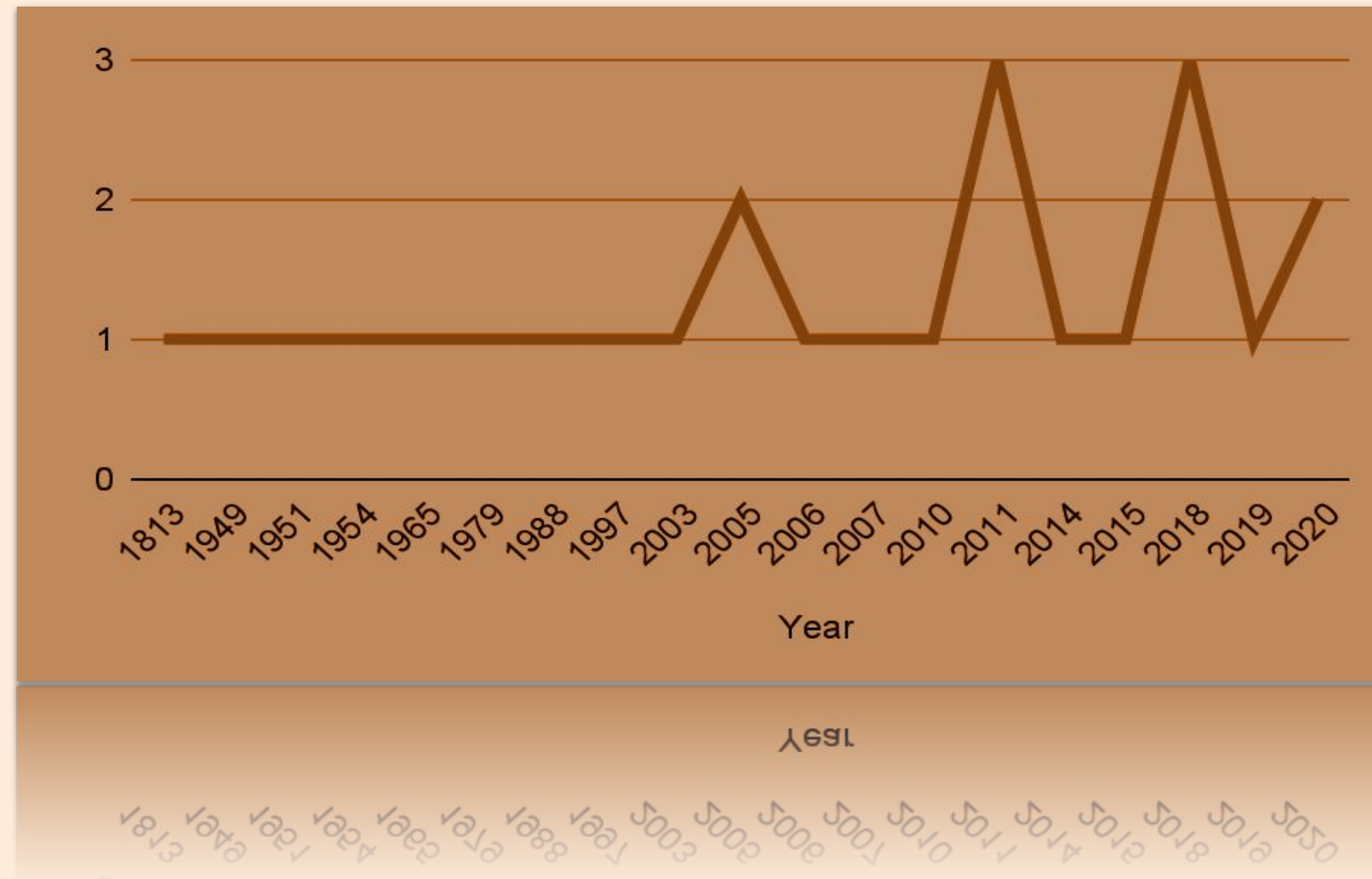3 (12.0%)
7 (28.0%)
3 (12.0%)

Fiction accounts for 28% of the total inventory, suggesting a strong focus on narrative-driven titles.

Mystery and Sci-Fi, each with 3 books, hold the second spot in the collection.
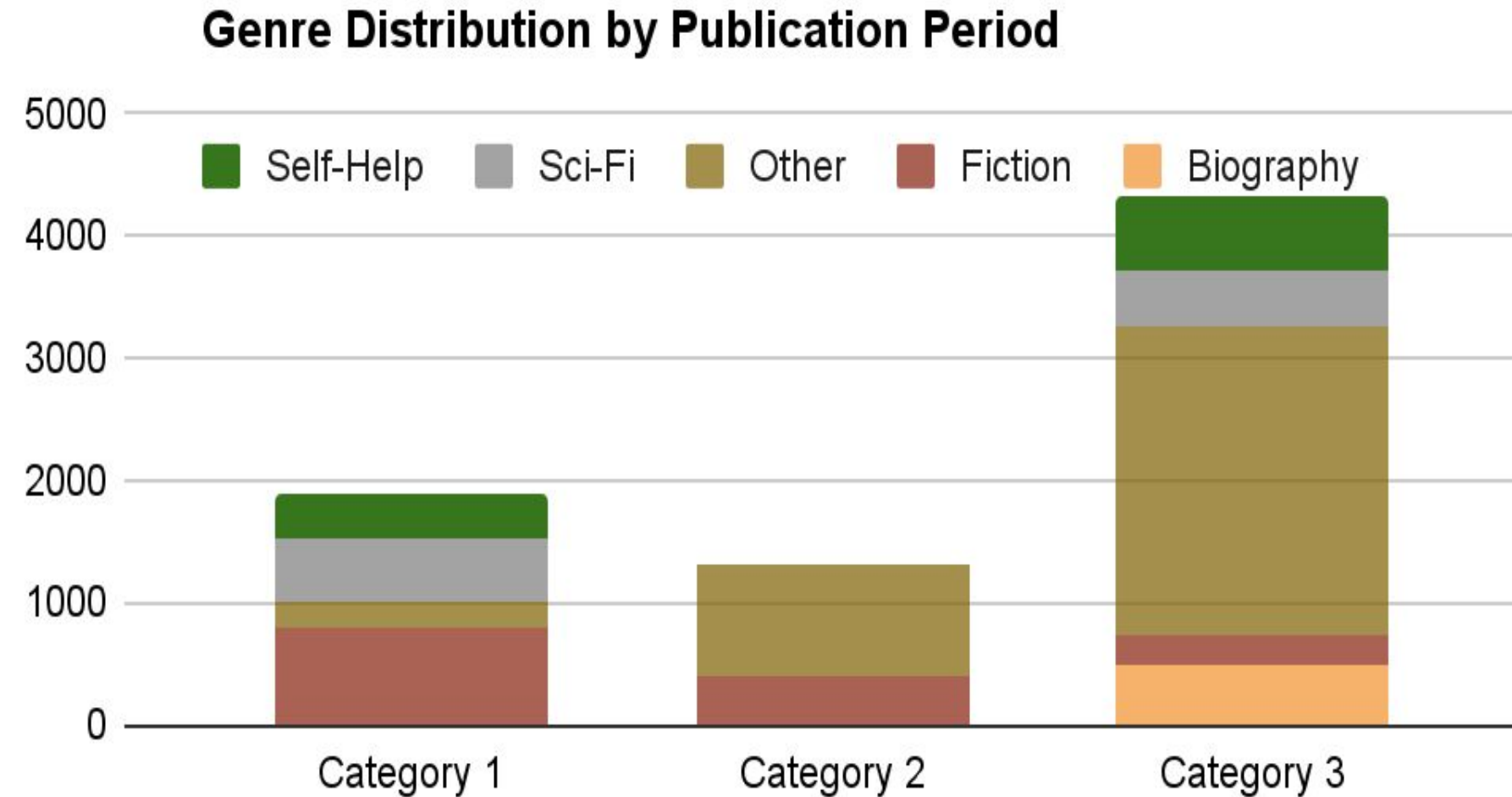
Historical Fiction follows with 2 books in the collection

BOOKS PUBLISHED OVER TIME

More books were published in the 2000s, with 2018 and 2011 marking the highest point.

INSIGHTS AND OBSERVATIONS

Genre Distribution by Publication Period

❏ The majority of books in the inventory were published after 2010 (Category 3), indicating a stronger focus on recent publications and higher unit sales.

❏ While Fiction remains present, its relative share has declined over time

RECOMMENDATIONS

Invest in high performing genres(Sci-Fi and Self-Help)

Restock top revenue generating books such as Sapiens and Atomic Habits as they show strong demand and sales performance

Promote well-reviewed but underperforming books to bring attention to high-quality reads that haven't yet reached their audience

Conclusion

❏ Summarize key insights on book sales trends and performance.

❏ Reinforce the importance of data-driven decisions in restocking, promoting, and categorizing books.

❏ Encourage the team to apply these insights to boost sales, engage readers and stay competitive in a dynamic market.

THANK YOU