**Task 1**

For assignment 1, we'll look for differences in all of Colorado's industries. Actual sales and anticipated sales are provided to us in order to determine variation. I used the calculation (Actual Sales-Forecast Sales)/ Forecast Sales to calculate the variance. I found the top two and bottom two industries by values after considering variance. Sporting Goods, Hobby, Musical Instrument, and Book Stores are the top two. The bottom two are Wholesale Trade and Nonstore Retailers, followed by Food Services and Drinking Places. For the first graph, we'll create a line graph that shows the actuals (sales) and forecast for each industry month by month. The exact values for the months of January through November are provided in the question. We had the total projected value of sales for Forecast monthly values, which I divided by 11 for the 11 months and used as the anticipated value for the 11 months. We built a graph for the second graph that summarizes the entire performance of all industries in 2020.

**Task 2**

The state of Colorado's variance indicates a favourable outcome for all industries. The overall variation in Colorado for all industries is 9.8%. In contrast to expectations, sporting goods sales performed exceptionally well in 2020, with an actual sale value of $2,783,451,000.00.

**Task 3**

Walmart’s current business strategy is Everyday low prices on a broad assessment.

Walmart is a great company that has increased their source of income by buying companies like Sam’s Club, VUDU, Jet.com. This has made Walmart a shark in the online retail market and has given an edge as even the products that are not available in retail stores are sold shipped by Walmart. Hence, I think that Walmart should invest its money in retail stores. In retail stores according to me building EV charging stations would be a great investment as USA has a market of 18.22 billion for EV Charging stations.

This can also be promoted by providing points to loyal customers like Costco. Green Energy is the new trend, and it is going to boom as no wants to harm the environment anymore. By making this investment Walmart will be ahead of it’s time and will increase new customers by showing its support to green energy.

**Appendix**

Atharva Teli

**Module 1**

**Module 2**