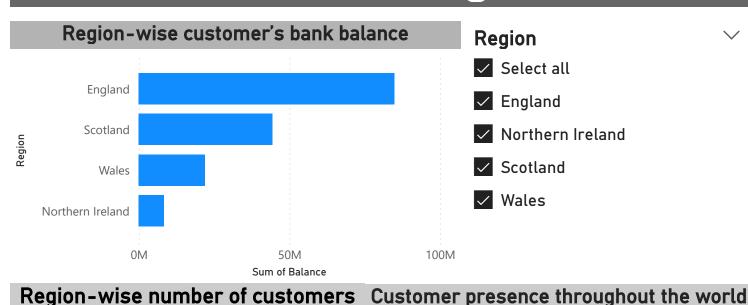
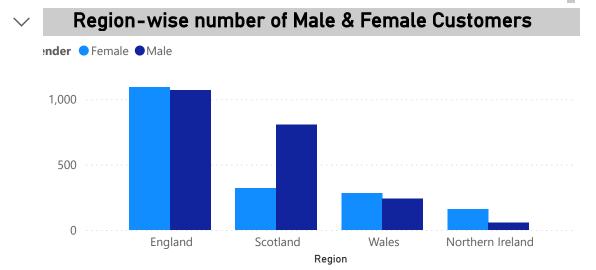
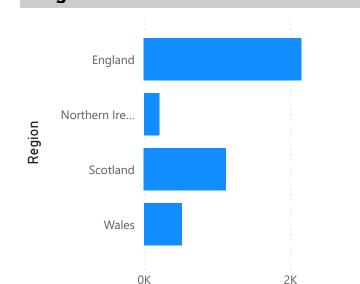
Assignment 4-II Part-1

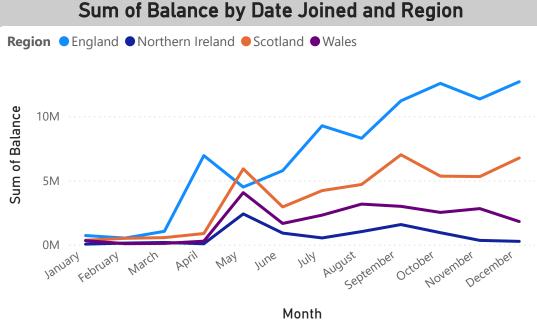




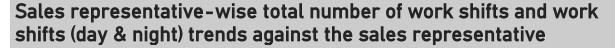


Count of Customer ID

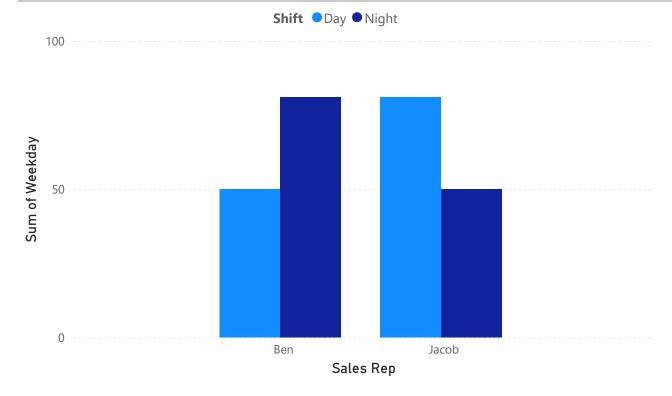


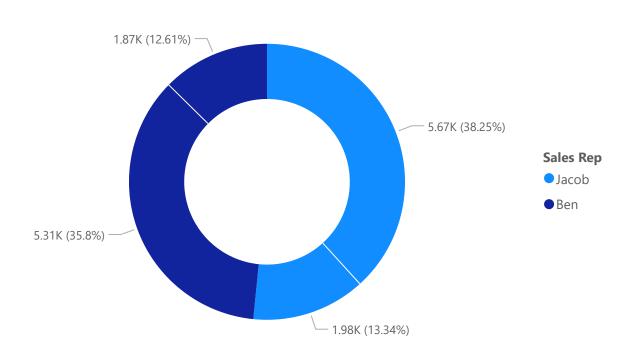


Assignment 4-II Part-2



Overall profit percentage and commission for sales against each sales representative





a. What are the areas you find for further improvement in terms of business product sales?

Ans. sales trends, increase in number of sales representative

b. In which work shift does the sales representative mostly work?

Ans. In both the shift number of sales representative are equal

c. Is there any additional impact you find in business in terms of product sales trends?

Ans. yes, the sales trend is stagnant, Which mean the company growth has been on halt