Analytical business Problems for Analysis

1. Sales Performance Analysis:

- What are the total sales revenue and profit generated by each store?

- Which products are the top-selling and least-selling across all stores?

- How do sales vary by month, quarter, and year? Are there any seasonal trends?

- Which store has the highest and lowest sales performance?

- What is the average number of units sold per product category?

2. Inventory Management Analysis:

- Which products are overstocked or understocked in each store?

- What is the inventory turnover rate for each product category?

- Are there any products that are consistently out of stock, leading to potential lost sales?

- How does the stock-on-hand level correlate with sales performance?

- Which stores have the best and worst inventory management practices?

3. Product Profitability Analysis:

- Which products have the highest and lowest profit margins?

- Are there any products that are sold at a loss (i.e., selling price is less than cost)?

- How does the profitability of products vary across different stores?

- Which product categories contribute the most to overall profitability?

4. Geographical Analysis:

- How do sales and inventory levels vary across different cities and store locations?

- Are there any regional preferences for specific product categories?

- Which city or store location generates the highest revenue and profit?

5. Customer Demand and Forecasting:

- What are the peak sales periods (e.g., holidays, weekends)?

- Can we forecast future sales based on historical data?

- How can we optimize inventory levels to meet customer demand during peak periods?

- Are there any products that show consistent demand throughout the year?

6. Operational Efficiency:

- How does the store opening date impact sales performance?

- Are newer stores performing better or worse than older stores?

- What is the average time a product stays in inventory before being sold?

- Are there any inefficiencies in the supply chain or inventory replenishment process?