

WearOne Stores

Store Location MIAMI01

Store Manager J. Williams

Employee ID	P-score	Q4 Sales	Comments
101	1	2	Repeated lateness and absences
102	1	8	Below average
103	5	11	
104	5	8	
105	6	12	
106	6	13	
107	7	15	
108	8	15	
109	8	11	New employee- good performer
110	8	14	
111	8	13.75	
112	8	18	
113	9	20	Knows t-shirt line well
114	9	21	
115	10	25	Top salesperson 3rd consec quarter

Calculate the values for sales that are within 68% of this month's sales.

Average	13.78333
Standard Deviat	5.551927
Upper	19.33526
Lower	8.231407

The result means that 68% (one-third) of the sales are between 8.23 and 19.33

One of the perfect components for predictive analytics is choosing the correct data. For example, company wants to decrease shipping cost the correct Data should be:

- Price and sales
- Inventory
- Profit margine
- Market conditions

To determine the optimal prices for different products.

Best selling items so that they can sell a great volume at a lower price

Increase the price on items that don't sell as well so their margins can be higher

Think about Data;

- Know your role
- Understand different situations (different kinds of analyses)
- Think about simple summary statistics, such as mean, median, mode, and standard deviation, which help identify patterns to explore further.