

Sales Records EDA Project

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OutLines

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Introduction

For most companies, sales is the largest source of revenue, sales does not represent profit. To determine actual profit from sales we need to find the most profitable sales in the sales market and the items with the lowest cost and the highest selling in the market and the items with the highest cost and lowest selling in the market.

T5 DATA SCIENCE BOOTCAMP PROJECT PRESENTATION

Data

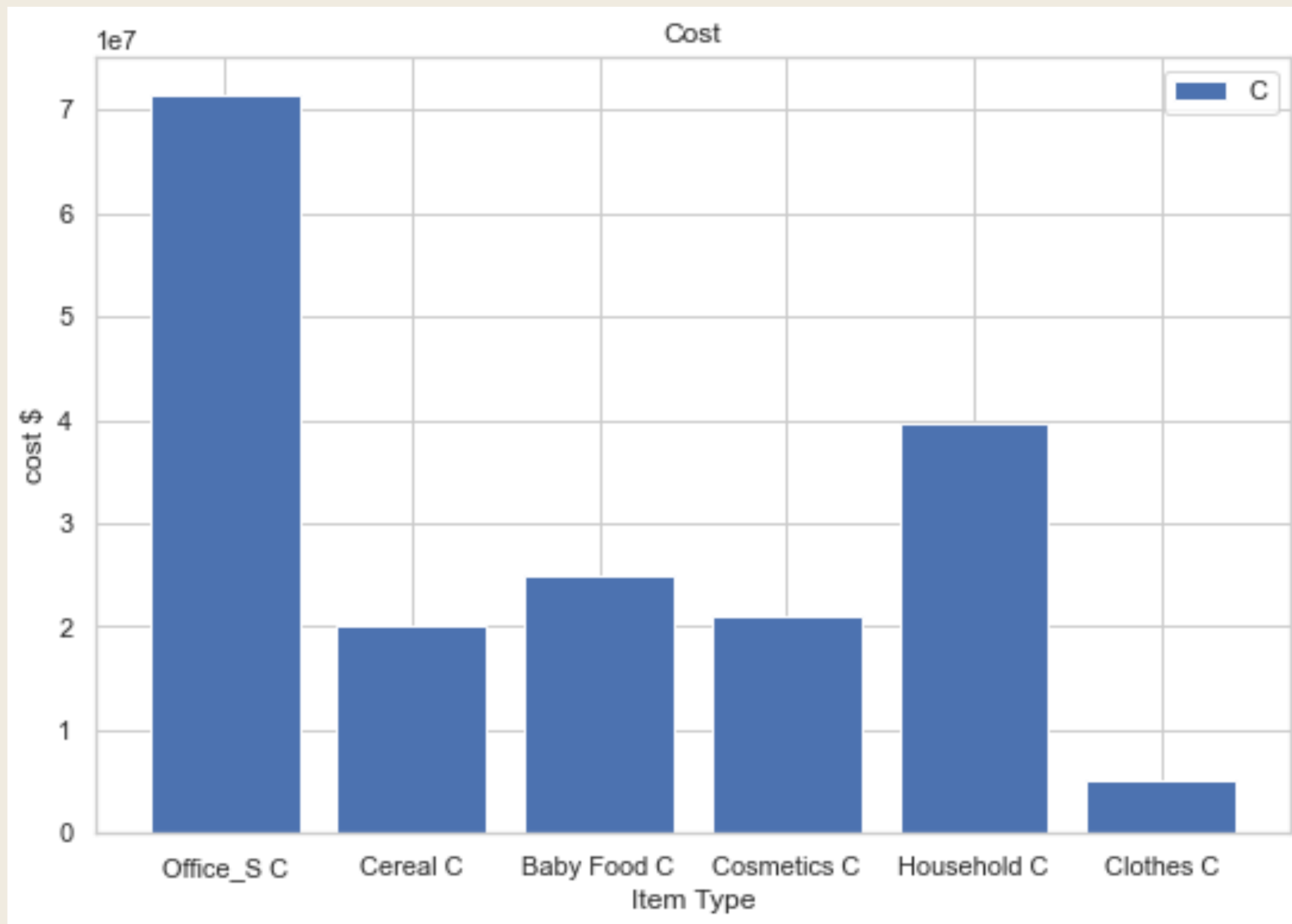
	Region	Country	Item Type	Sales Channel	Order Priority	Order Date	Order ID	Ship Date	Units Sold	Unit Price	Unit Cost	Total Revenue	Total Cost	Total Profit
0	Sub-Saharan Africa	Namibia	Household	Offline	M	8/31/2015	897751939	10/12/2015	3604	668.27	502.54	2408445.08	1811154.16	597290.92
1	Europe	Iceland	Baby Food	Online	H	11/20/2010	599480426	1/9/2011	8435	255.28	159.42	2153286.80	1344707.70	808579.10
2	Europe	Russia	Meat	Online	L	6/22/2017	538911855	6/25/2017	4848	421.89	364.69	2045322.72	1768017.12	277305.60
3	Europe	Moldova	Meat	Online	L	2/28/2012	459845054	3/20/2012	7225	421.89	364.69	3048155.25	2634885.25	413270.00
4	Europe	Malta	Cereal	Online	M	8/12/2010	626391351	9/13/2010	1975	205.70	117.11	406257.50	231292.25	174965.25
...
49995	Central America and the Caribbean	Dominican Republic	Baby Food	Offline	C	2/12/2015	350891578	3/15/2015	5470	255.28	159.42	1396381.60	872027.40	524354.20
49996	Central America and the Caribbean	Cuba	Office Supplies	Online	M	3/28/2013	748260629	5/3/2013	5803	651.21	524.96	3778971.63	3046342.88	732628.75
49997	Asia	Vietnam	Personal Care	Offline	L	11/11/2016	322932231	12/18/2016	1678	81.73	56.67	137142.94	95092.26	42050.68
49998	Sub-Saharan Africa	Sierra Leone	Clothes	Online	M	8/28/2010	492142713	9/21/2010	4820	109.28	35.84	526729.60	172748.80	353980.80
49999	Sub-Saharan Africa	Eritrea	Vegetables	Offline	L	6/5/2014	943440902	6/30/2014	3983	154.06	90.93	613620.98	362174.19	251446.79

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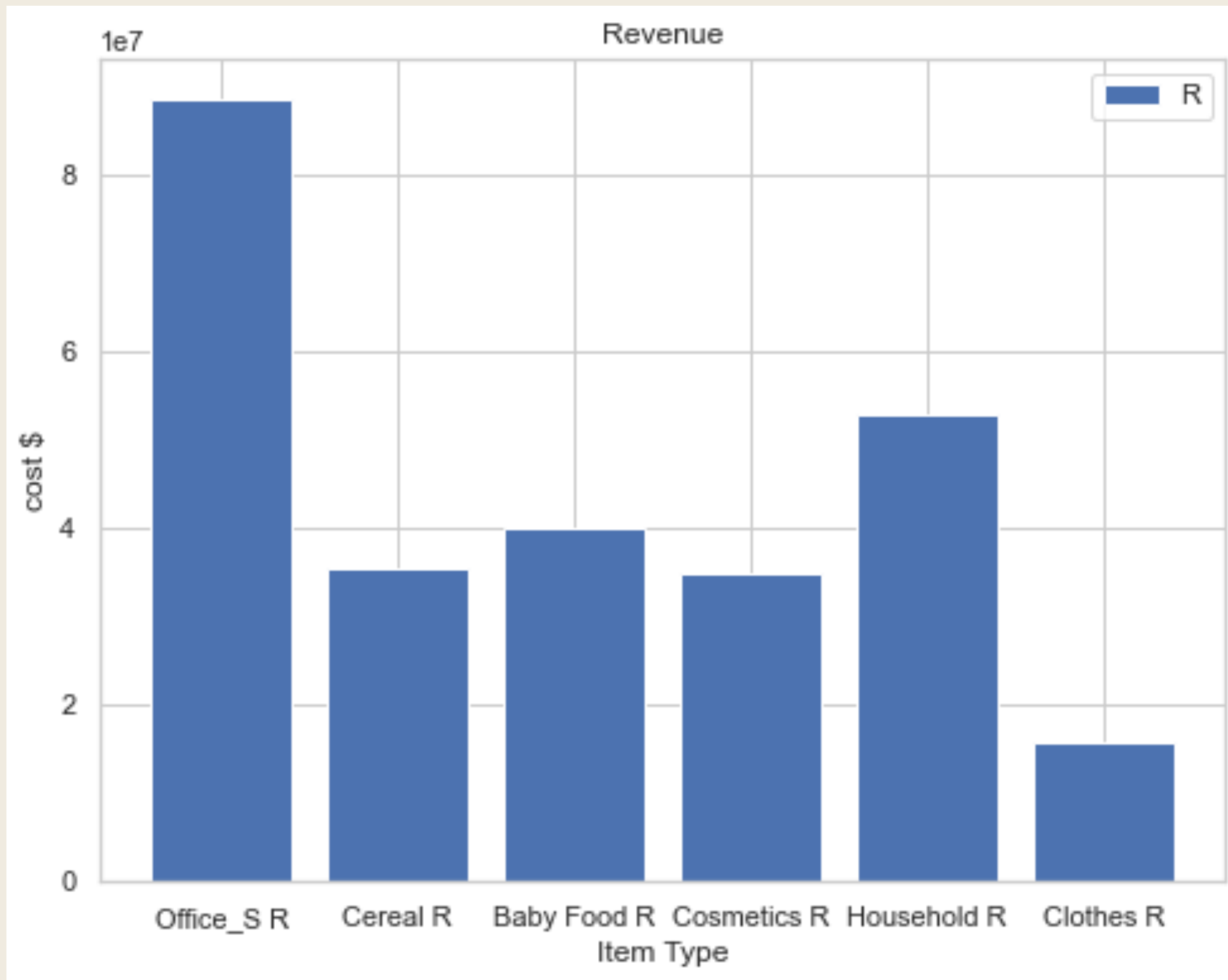
Data cleaning

	Order ID	Units Sold	Unit Price	Unit Cost	Total Revenue	Total Cost	Total Profit
Item Type							
Fruits	14279598518	129604	251.91	186.84	1209205.32	896859.68	312345.64
Beverages	9781351841	116470	949.00	635.80	5526501.50	3702581.30	1823920.20
Personal Care	13897040450	105610	1961.52	1360.08	8631505.30	5984918.70	2646586.60
Snacks	12410831321	115592	3356.76	2143.68	17637027.36	11263284.48	6373742.88
Meat	12487847044	115111	9703.47	8387.87	48564179.79	41979830.59	6584349.20
Vegetables	18807893701	138200	4775.86	2818.83	21291092.00	12566526.00	8724566.00
Clothes	13708170296	143587	2732.00	896.00	15691187.36	5146158.08	10545029.28
Household	11214296785	79016	12028.86	9045.72	52804022.32	39708700.64	13095321.68
Cosmetics	9363704196	79833	6995.20	4213.28	34902987.60	21022423.89	13880563.71
Baby Food	16226485726	156795	6892.56	4304.34	40026627.60	24996258.90	15030368.70
Cereal	17015656623	171982	6993.80	3981.74	35376697.40	20140812.02	15235885.38
Office Supplies	18257152697	136281	17582.67	14173.92	88747550.01	71542073.76	17205476.25

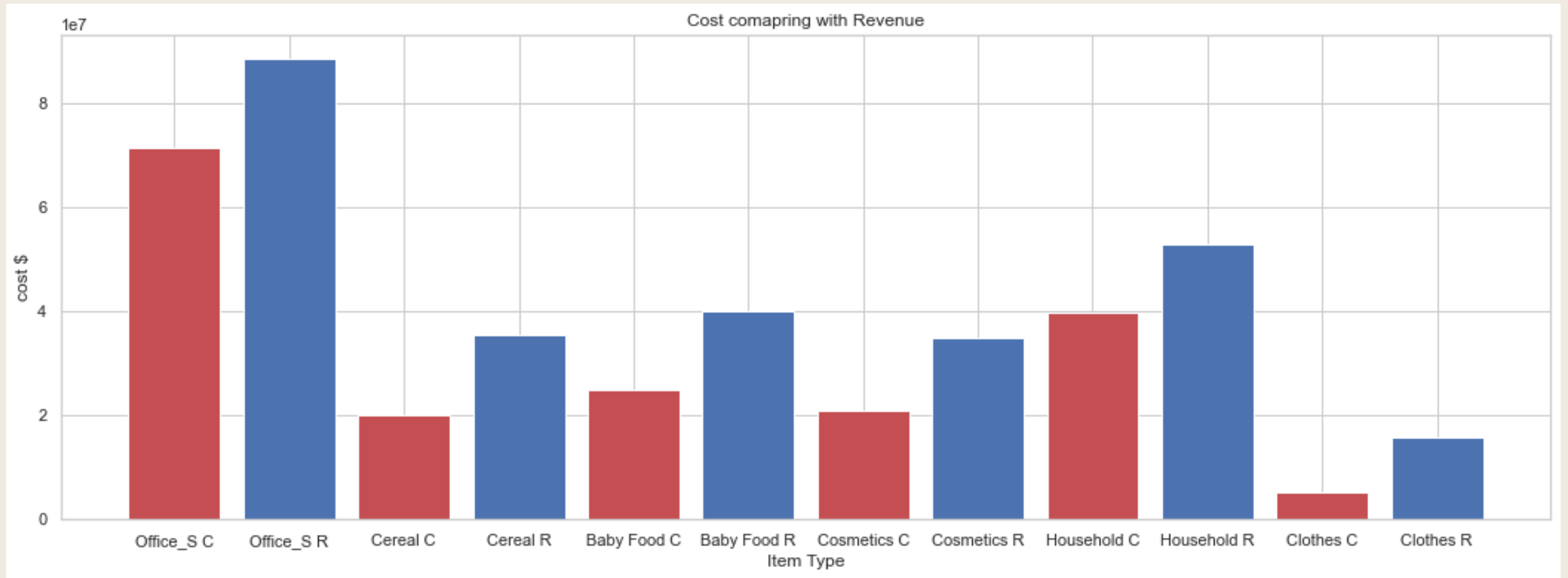
Graphs



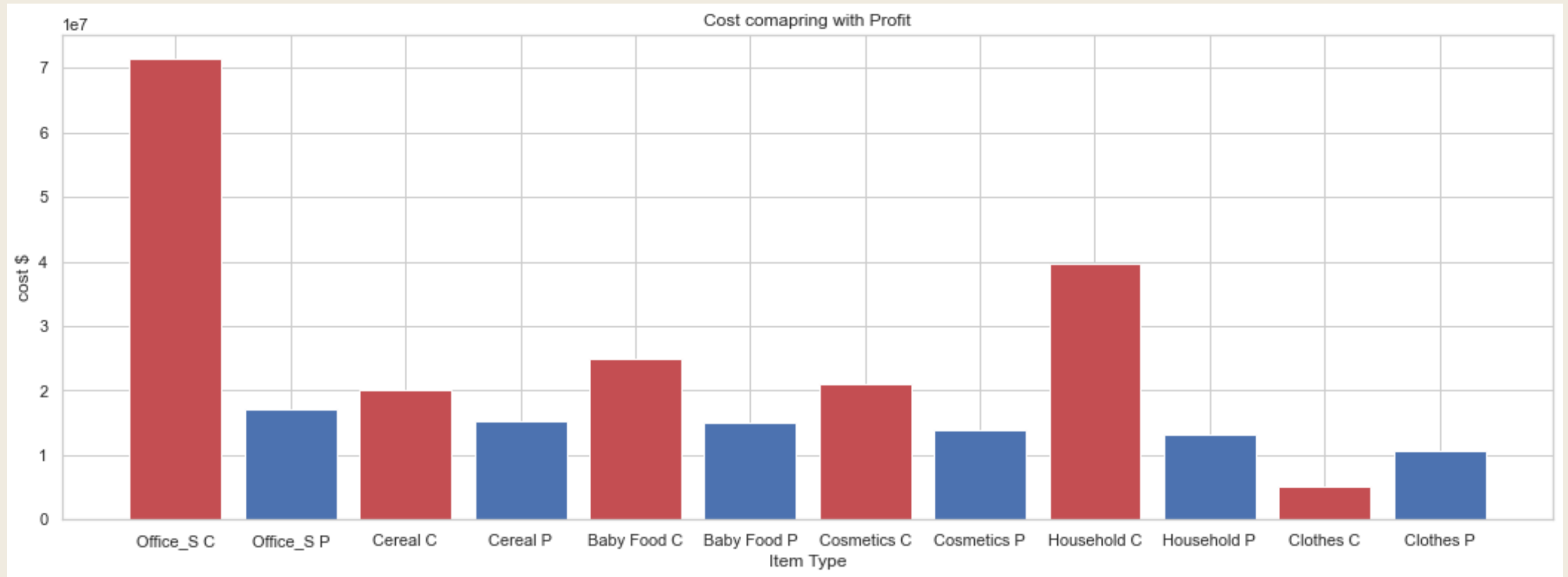
Graphs



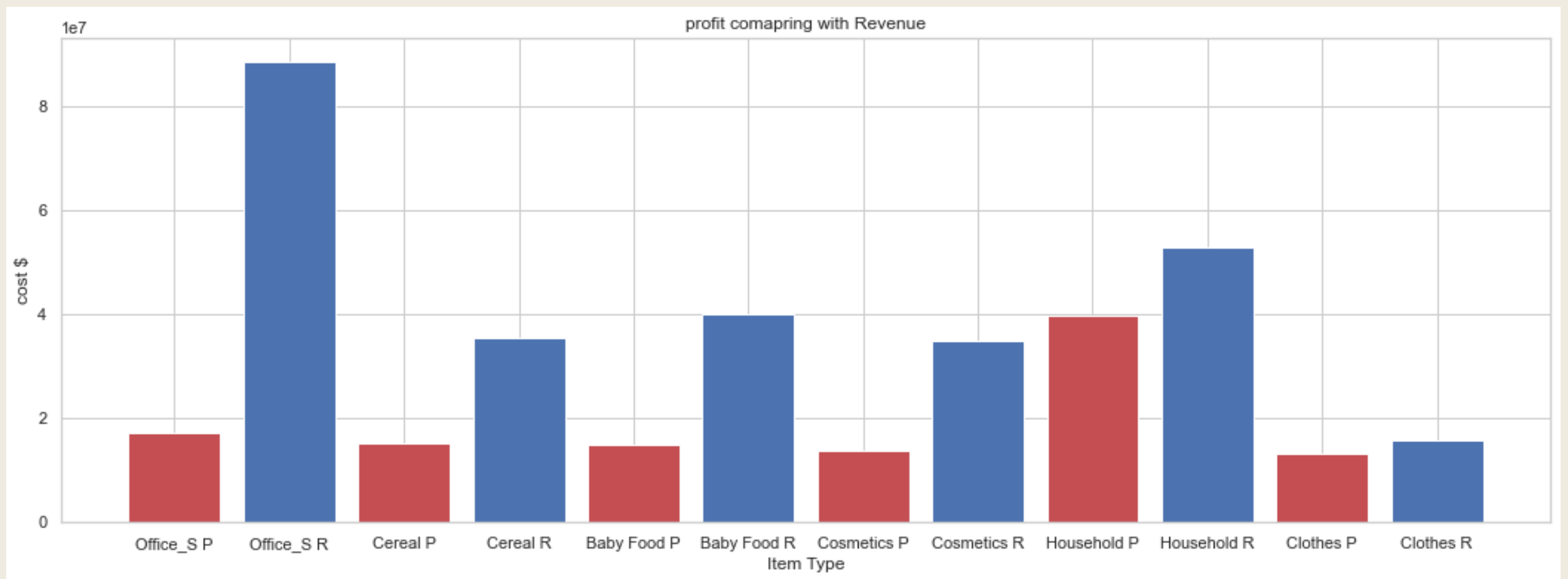
Graphs



Graphs



Graphs



Thank You
