

DATA ANALYSIS



Questions

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- 10 Which products to discontinue?

Quick Statistics

[illegible]


Exploratory Data Analysis

Sales Person	Geography	Product	Amount	Units
Gigi Bohling	India	Orange Choco	\$15,610	339
Ram Mahesh	USA	Choco Coated A	\$12,348	234
Carla Molina	Canada	Milk Bars	\$10,311	231
Husein Augar	Canada	Organic Choco S	\$11,522	204
Gigi Bohling	USA	Raspberry Choc	\$13,391	201
Husein Augar	India	Caramel Stuffed	\$14,329	150
Barr Faughny	New Zealand	Drinking Coco	\$11,571	138
Gigi Bohling	Canada	Mint Chip Choc	\$16,184	39
Oby Sorrel	UK	Peanut Butter C	\$12,950	30
Barr Faughny	Canada	Mint Chip Choc	\$11,417	21
Oby Sorrel	Australia	50% Dark Bites	\$5,586	525
Barr Faughny	Canada	Organic Choco S	\$798	519
Brien Boise	Australia	Milk Bars	\$819	510
Gunar Cockshoot	India	Choco Coated A	\$7,777	504
Husein Augar	India	Orange Choco	\$8,463	492
Barr Faughny	UK	White Choc	\$1,785	462
Brien Boise	USA	Choco Coated A	\$6,706	459
Curtice Advani	New Zealand	Caramel Stuffed	\$3,556	459
Curtice Advani	India	Baker's Choco C	\$8,008	456
Ram Mahesh	USA	70% Dark Bites	\$2,275	447
Ram Mahesh	USA	Peanut Butter C	\$8,869	432
Curtice Advani	UK	White Choc	\$2,100	414
Curtice Advani	New Zealand	Mint Chip Choc	\$1,904	405
Curtice Advani	USA	Almond Choco	\$1,302	402
Curtice Advani	UK	Manuka Honey	\$3,052	378

Sales By Country (with Formulas)

Country	Amount		Units
India	\$252,469		8,760
Canada	\$237,944		7,302
New Zealand	\$218,813		7,431
USA	\$189,434		10,158
UK	\$173,530		5,745
Australia	\$168,679		6,264

Sales By Country (With Pivots)

Row Labels 	Sum of Amount		Sum of Units
India	\$252,469	<div></div>	8,760
Canada	\$237,944	<div></div>	7,302
New Zealand	\$218,813	<div></div>	7,431
USA	\$189,434	<div></div>	10,158
UK	\$173,530	<div></div>	5,745
Australia	\$168,679	<div></div>	6,264

Sales Person



Barr Faughny

Brien Boise

Carla Molina

Ches Bonnell

Curtice Advani

Gigi Bohling

Gunar Cockshoot

Husein Augar

Oby Sorrel

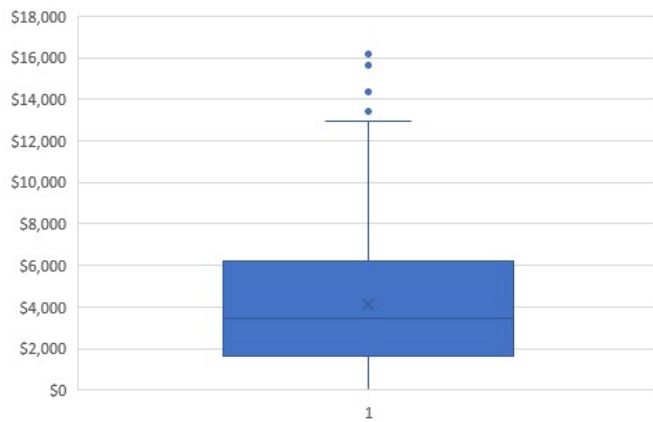
Ram Mahesh

Top 5 products by \$ per Unit

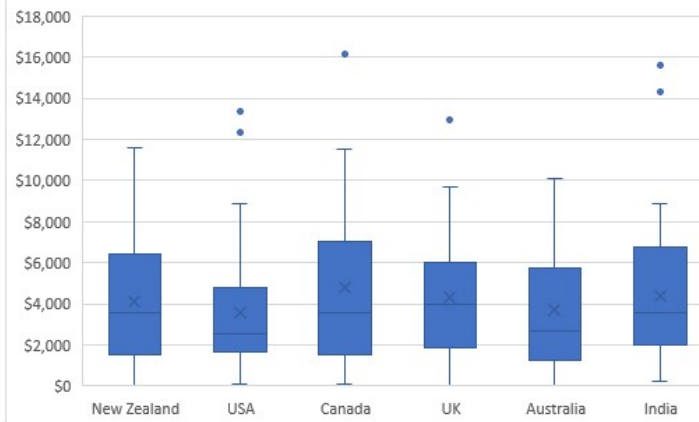
Row Labels	↓↑ \$ Per Unit
Raspberry Choco	\$44.99
Peanut Butter Cubes	\$37.30
85% Dark Bars	\$33.89
Baker's Choco Chips	\$32.81
After Nines	\$32.30

Are there any Anomilies in the Data?

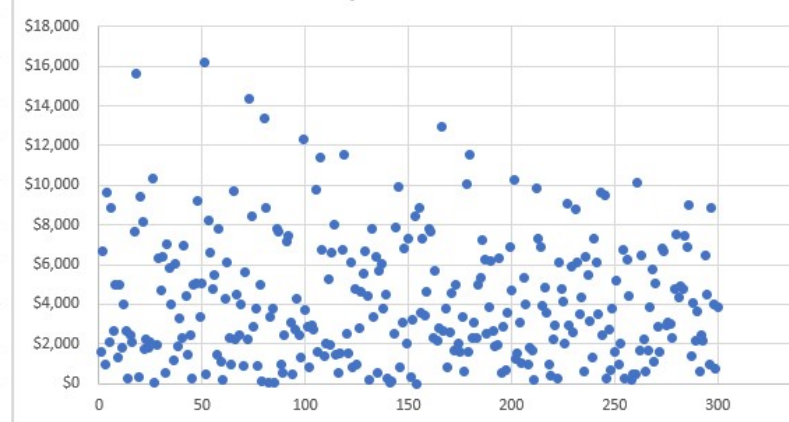
whisker plot of Amount



whisker plot by sales in countries



scatter plot of Unit Vs Amount



Whose is the Best Sales Person by Country?

Row Labels	Sum of Amount
Australia	25221
Gigi Bohling	25221
Canada	39620
Gigi Bohling	39620
India	41559
Gigi Bohling	41559
New Zealand	43568
Ches Bonnell	43568
UK	45752
Barr Faughny	45752
USA	38325
Ram Mahesh	38325

What is the total profit by countries?

Row Labels	Total Profit
Eclairs	\$20,048.82
Baker's Choco Chips	\$19,679.80
Orange Choco	\$18,379.06
Fruit & Nut Bars	\$15,433.08
Caramel Stuffed Bars	\$13,222.44
99% Dark & Pure	\$12,542.16
Choco Coated Almonds	\$11,700.70
Raspberry Choco	\$9,735.80
Peanut Butter Cubes	\$9,655.62
85% Dark Bars	\$7,922.67
Organic Choco Syrup	\$7,444.01
After Nines	\$6,711.15
Spicy Special Slims	\$6,589.00
White Choc	\$6,258.35
Manuka Honey Choco	\$4,962.68
Smooth Sliky Salty	\$1,839.48
50% Dark Bites	\$1,644.50
Mint Chip Choco	\$216.68
Almond Choco	-\$45.24
Milk Bars	-\$251.82
70% Dark Bites	-\$1,901.34
Grand Total	\$171,787.60

Geography

- Australia
- Canada
- India**
- New Zealand
- UK
- USA

Dynamic Country level Sales Report

Pick a Country

New Zealand

Quick Summary

Number of Transactions	53	
	Total	Average
Sales	\$218,813	\$4,129
Cost	\$68,923	\$1,300
Profit	\$149,890	\$2,828
Quantity	7431	140

Sales by Person

	Amount	Units	★
Barr Faughny	\$25,655	453	✓
Brien Boise	\$20,125	711	✓
Carla Molina	\$17,283	882	✓
Ches Bonnell	\$43,568	978	✓
Curtice Advani	\$26,985	1329	✓
Gigi Bohling	\$14,504	156	✓
Gunar Cockshoot	\$16,821	1161	✓
Husein Augar	\$21,434	1116	✓
Oby Sorrel	\$7,987	345	✗
Ram Mahesh	\$24,451	300	✓

Which Products To Discontinue?

Row Labels	Sum of Amount	Sum of Units	Total Prof	Profit %
Organic Choco Syrup	\$69,461	2,982	\$19,572	28.2%
70% Dark Bites	\$66,500	2,802	\$25,899	38.9%
Almond Choco	\$33,551	1,566	\$14,947	44.5%
50% Dark Bites	\$43,183	2,022	\$19,526	45.2%
White Choc	\$57,372	2,106	\$29,678	51.7%
Caramel Stuffed Bars	\$72,373	3,207	\$39,084	54.0%
Orange Choco	\$54,712	2,196	\$31,390	57.4%
Milk Bars	\$47,271	1,881	\$29,721	62.9%
Manuka Honey Choco	\$58,009	2,976	\$36,701	63.3%
99% Dark & Pure	\$44,744	1,956	\$29,800	66.6%
Peanut Butter Cubes	\$69,160	1,854	\$46,226	66.8%
Spicy Special Slims	\$37,772	1,308	\$26,000	68.8%
Mint Chip Choco	\$62,111	2,154	\$43,177	69.5%
After Nines	\$66,283	2,052	\$46,235	69.8%
Choco Coated Almond	\$71,967	2,301	\$52,063	72.3%
Raspberry Choco	\$68,971	1,533	\$50,989	73.9%
Smooth Sliky Salty	\$39,263	1,683	\$29,518	75.2%
Drinking Coco	\$52,150	1,752	\$40,815	78.3%
Fruit & Nut Bars	\$56,644	1,812	\$44,884	79.2%
Baker's Choco Chips	\$70,273	2,142	\$58,278	82.9%
85% Dark Bars	\$35,378	1,044	\$30,189	85.3%
Eclairs	\$63,721	2,331	\$56,472	88.6%
Grand Total	\$1,240,869	45,660	\$801,165	64.6%

Geography
Australia
Canada
India
New Zealand
UK
USA