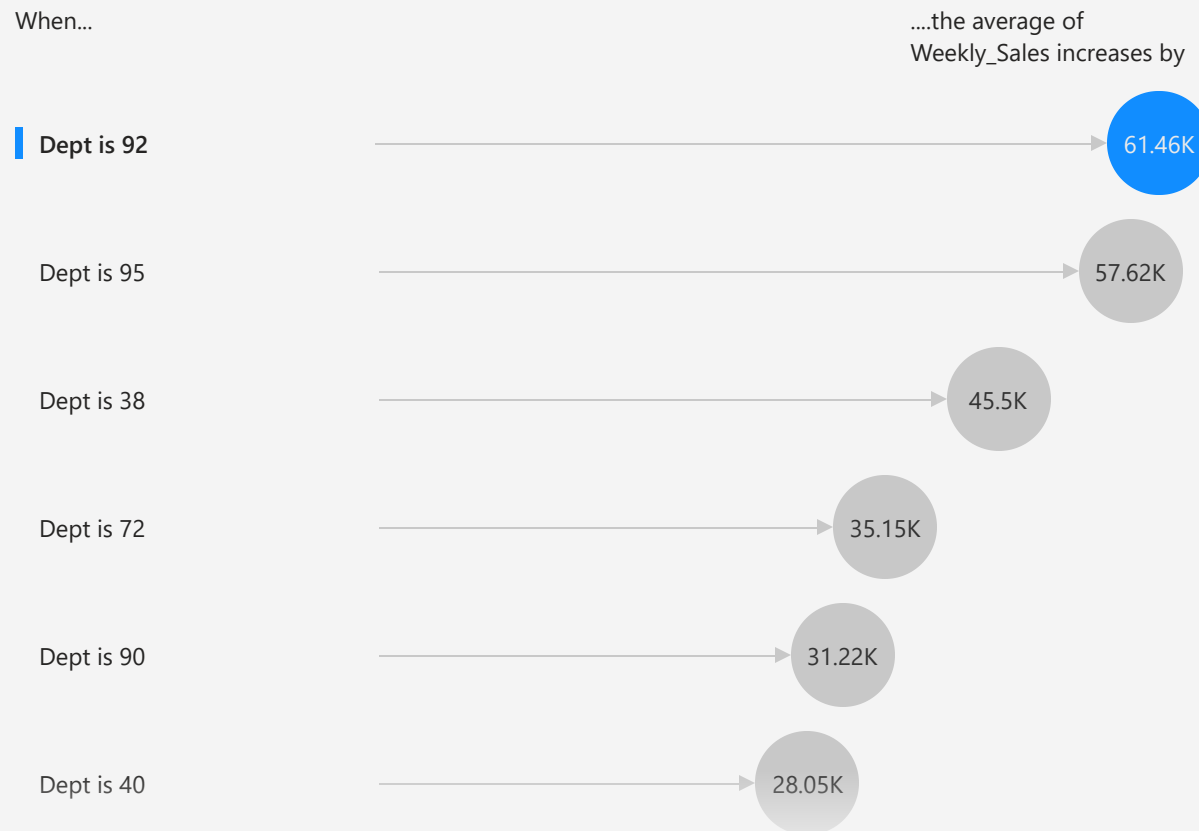# Analyze **Weekly Sales** depend on Store, Store size, Store type and Department

Key influencers   Top segments
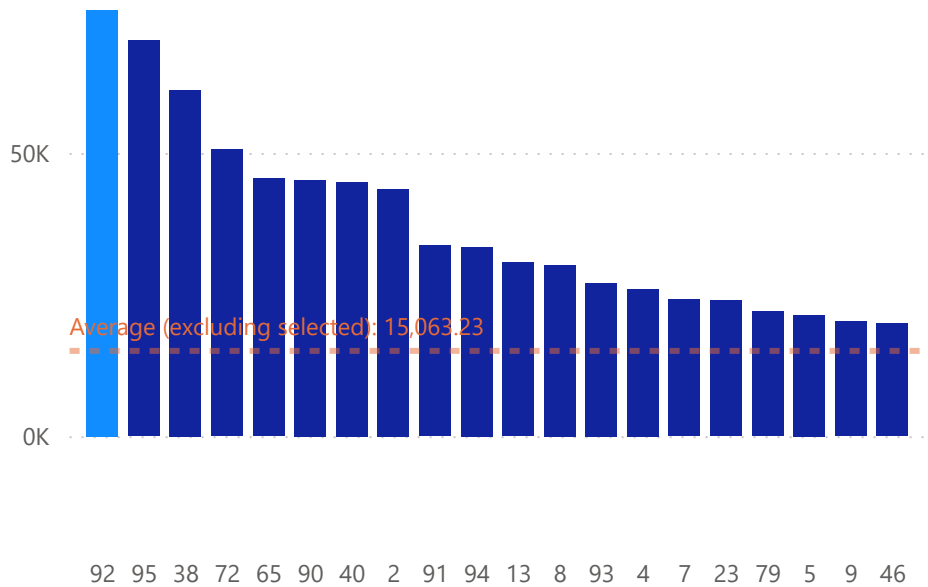
👍 👎

What influences Weekly_Sales to [Increase ⌄] ?
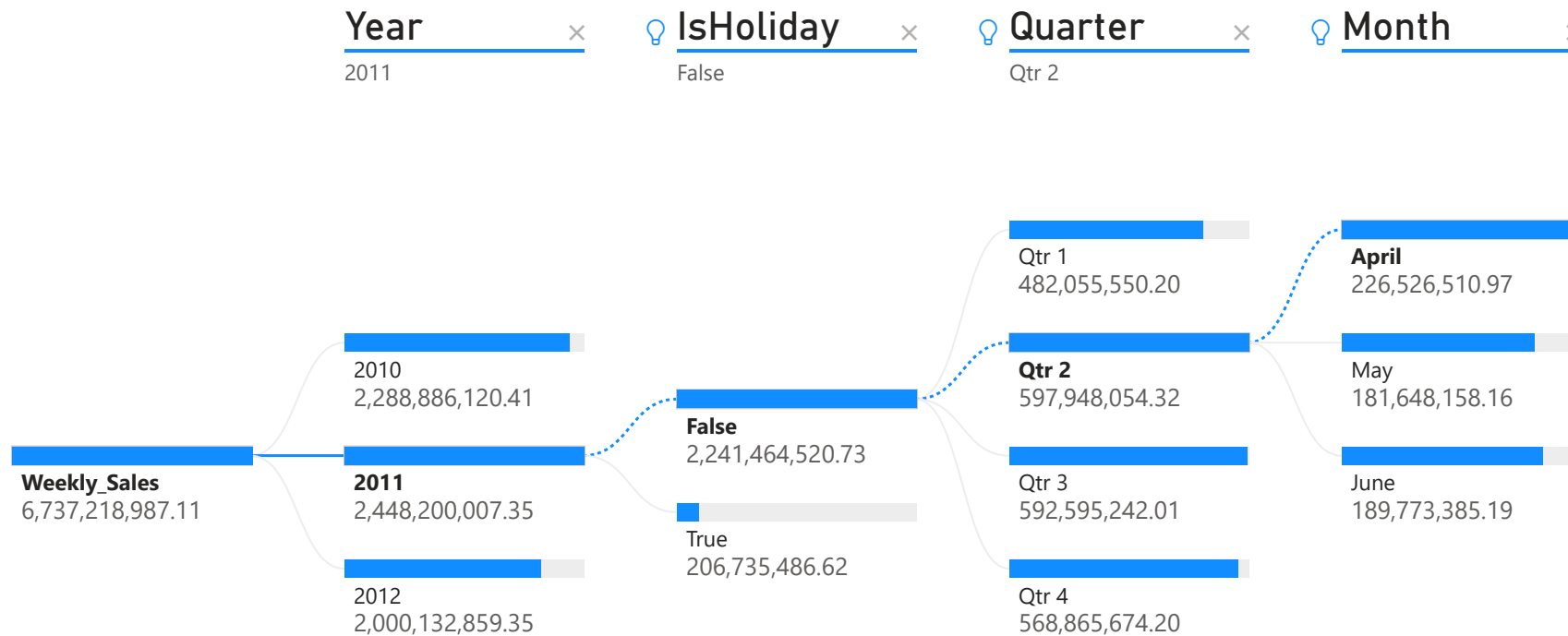
When...	....the average of Weekly_Sales increases by
▎**Dept is 92**	61.46K
Dept is 95	57.62K
Dept is 38	45.5K
Dept is 72	35.15K
Dept is 90	31.22K
Dept is 40	28.05K

← Weekly_Sales is more likely to increase when Dept is 92 than otherwise (on average).

Average (excluding selected): 15,063.23

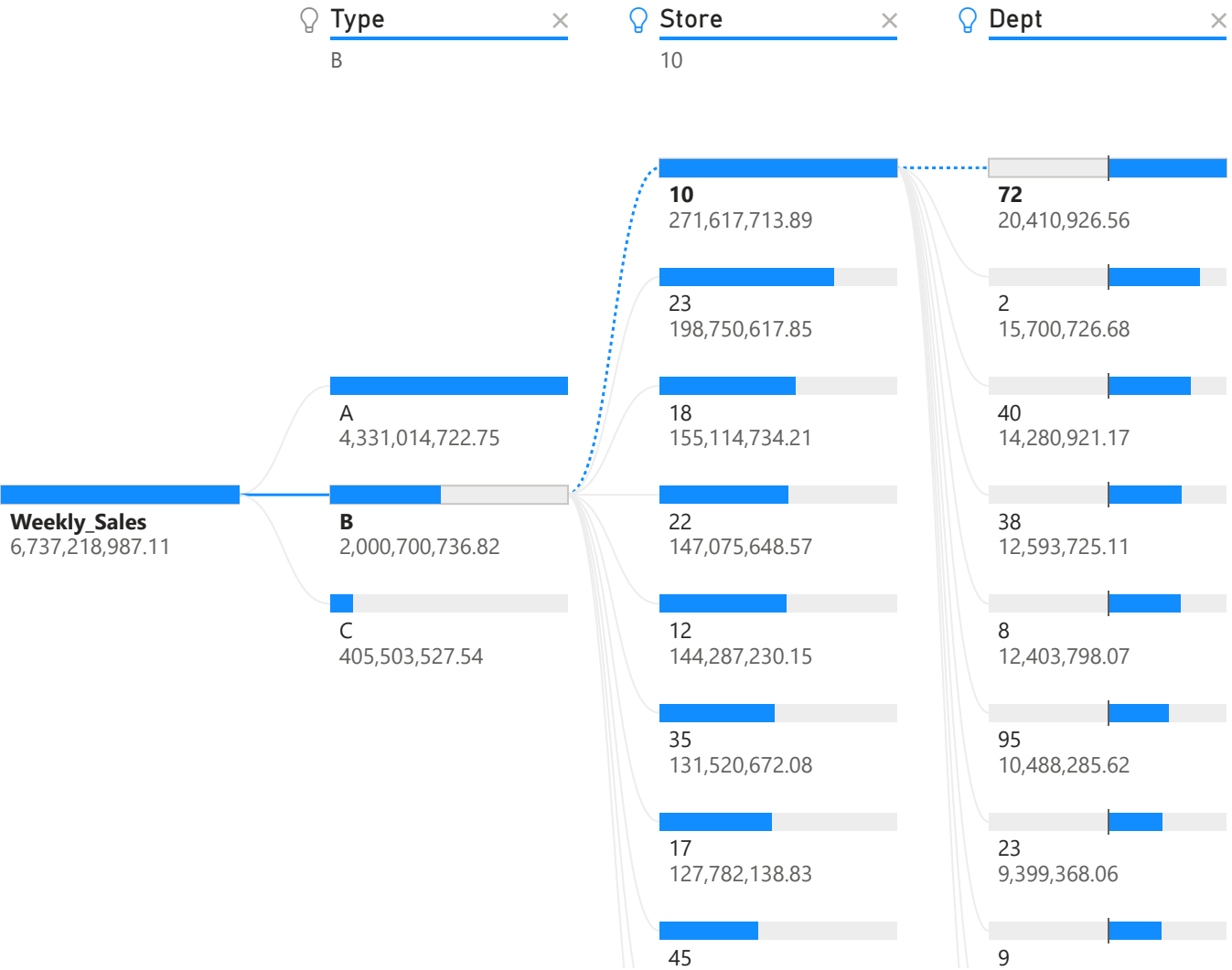Average of Weekly_Sales — 50K — 0K

Dept: 92 95 38 72 65 90 40 2 91 94 13 8 93 4 7 23 79 5 9 46

☐ Only show values that are influencers

Analyze **Weekly Sales** depend on Year, Quarter, Month and Is Holiday

Year	IsHoliday	Quarter	Month
2011	False	Qtr 2	

Weekly_Sales
6,737,218,987.11

2010
2,288,886,120.41

2011
2,448,200,007.35

2012
2,000,132,859.35

False
2,241,464,520.73

True
206,735,486.62

Qtr 1
482,055,550.20

Qtr 2
597,948,054.32

Qtr 3
592,595,242.01

Qtr 4
568,865,674.20

April
226,526,510.97

May
181,648,158.16

June
189,773,385.19

Analyze **Weekly Sales** depend Store, Store type and Department

Type	Store	Dept
B	10	

Weekly_Sales
6,737,218,987.11

B
2,000,700,736.82

A
4,331,014,722.75

C
405,503,527.54

10
271,617,713.89

23
198,750,617.85

18
155,114,734.21

22
147,075,648.57

12
144,287,230.15

35
131,520,672.08

17
127,782,138.83

45

72
20,410,926.56

2
15,700,726.68

40
14,280,921.17

38
12,593,725.11

8
12,403,798.07

95
10,488,285.62

23
9,399,368.06

9

Show the top and the bottom 5 **Stores** by **Weekly Sales** using Year and Week of the Year

Year

- Select all
- 2010
- 2011
- 2012

Week of Year
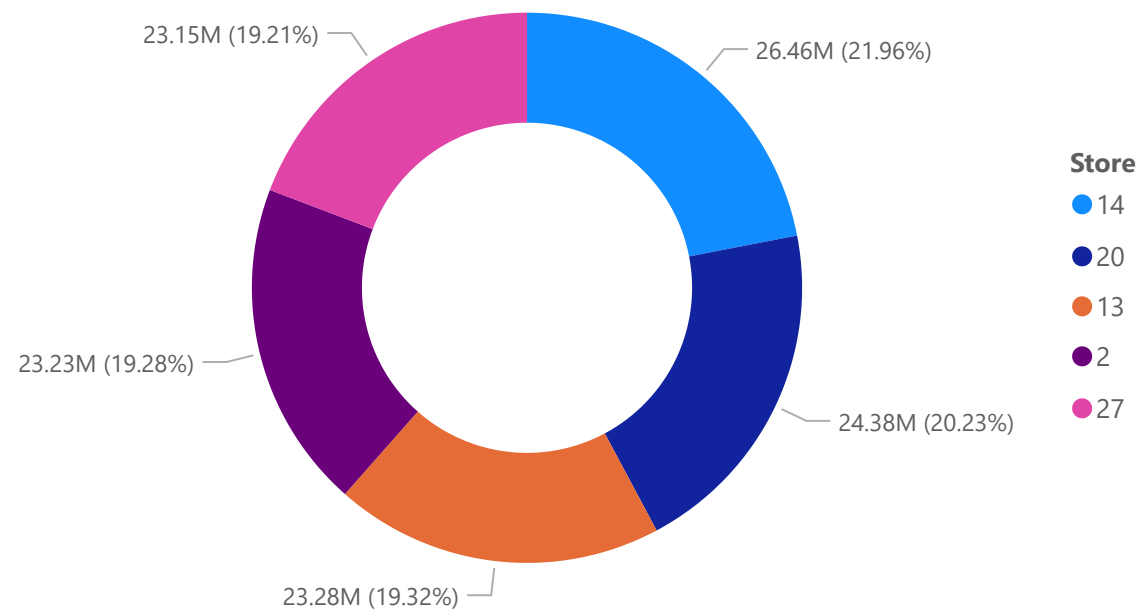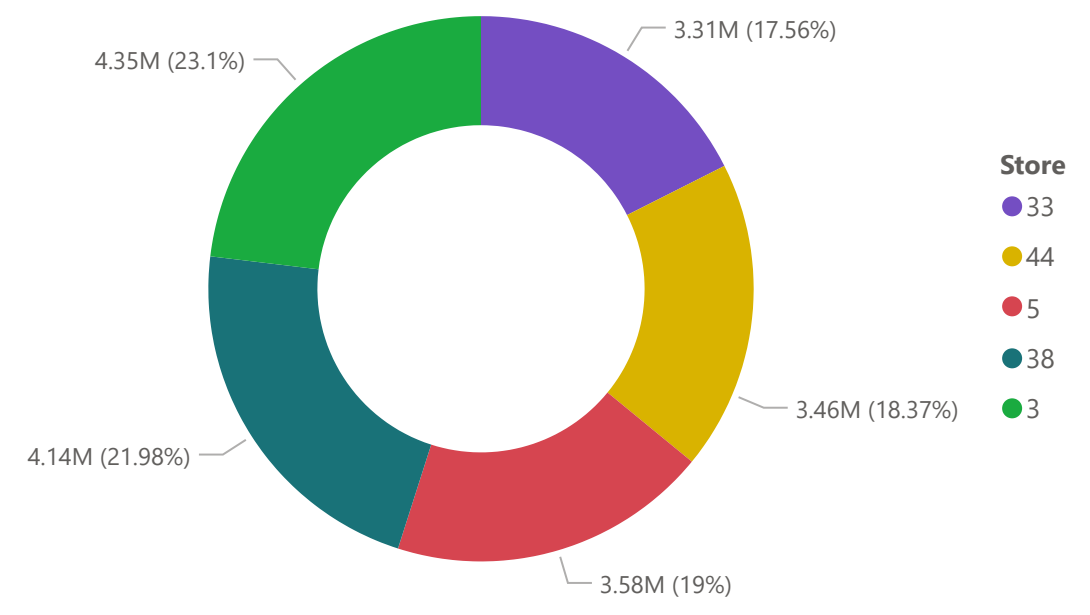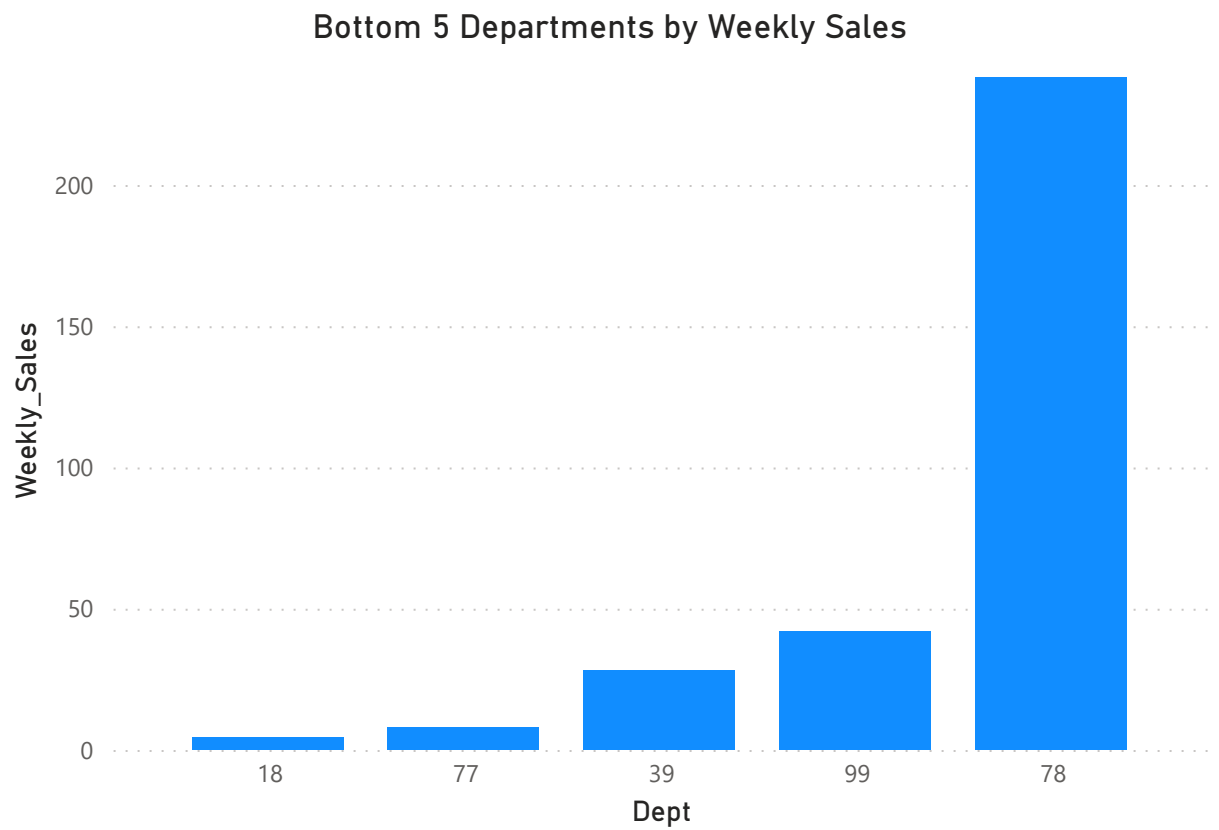
21   32

Top 5 Stores by Weekly Sales

26.46M (21.96%)

23.15M (19.21%)

24.38M (20.23%)

23.23M (19.28%)

23.28M (19.32%)

Store
- 14
- 20
- 13
- 2
- 27

Bottom 5 Stores by Weekly Sales

3.31M (17.56%)

4.35M (23.1%)

3.46M (18.37%)

4.14M (21.98%)

3.58M (19%)

Store
- 33
- 44
- 5
- 38
- 3

Show the top and the bottom 5 **Departments** by **Weekly Sales** using Year and Week of the Year
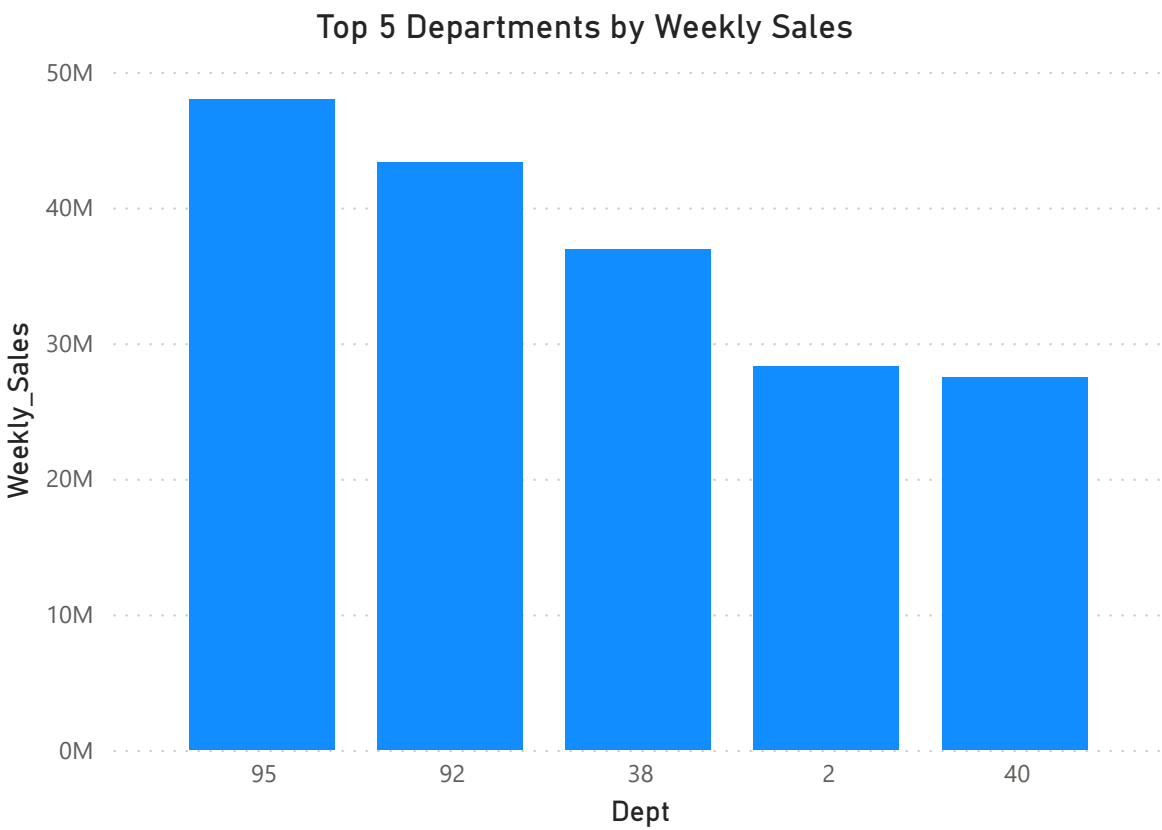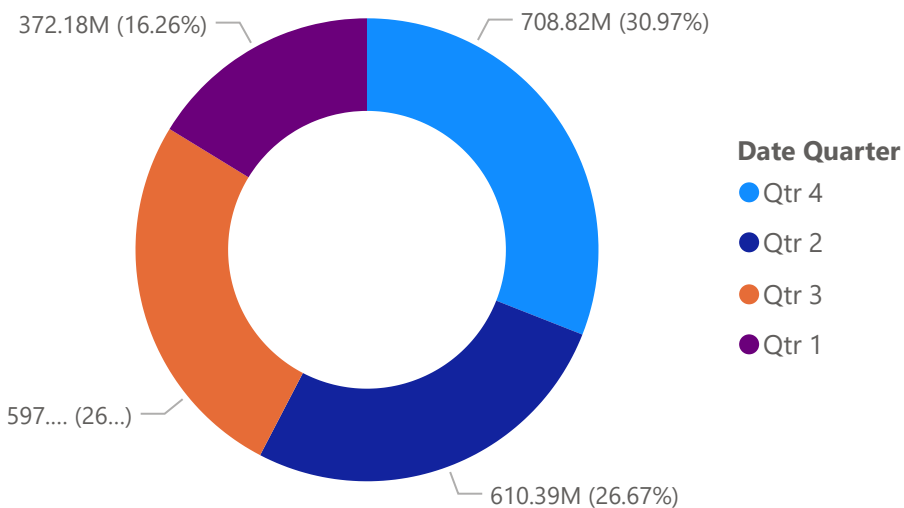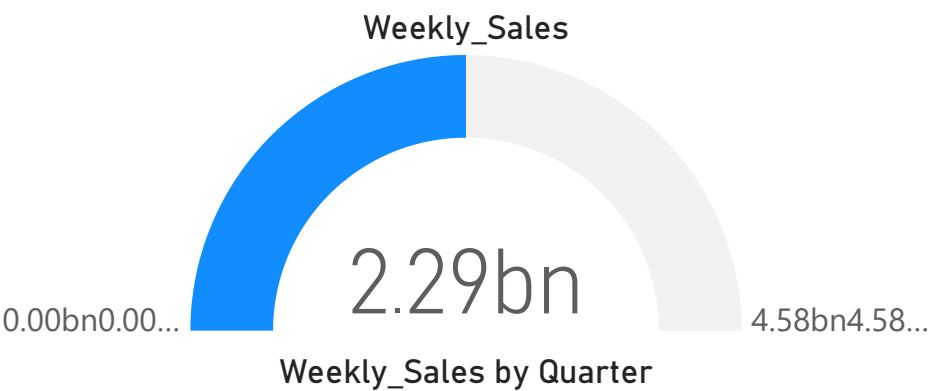
Year

☑ Select all
■ 2010
☐ 2011
☐ 2012

Week of Year

| 20 | 33 |

Top 5 Departments by Weekly Sales

Bottom 5 Departments by Weekly Sales

Show **Weekly Sales** using Year, Quarter and Month

Weekly_Sales

0.00bn0.00...   2.29bn   4.58bn4.58...

Weekly_Sales by Quarter

372.18M (16.26%)
708.82M (30.97%)
597.... (26...)
610.39M (26.67%)

Date Quarter
- ● Qtr 4
- ● Qtr 2
- ● Qtr 3
- ● Qtr 1

Weekly_Sales by Month

December	October	November	June
July	February	May	March
April	August	September	
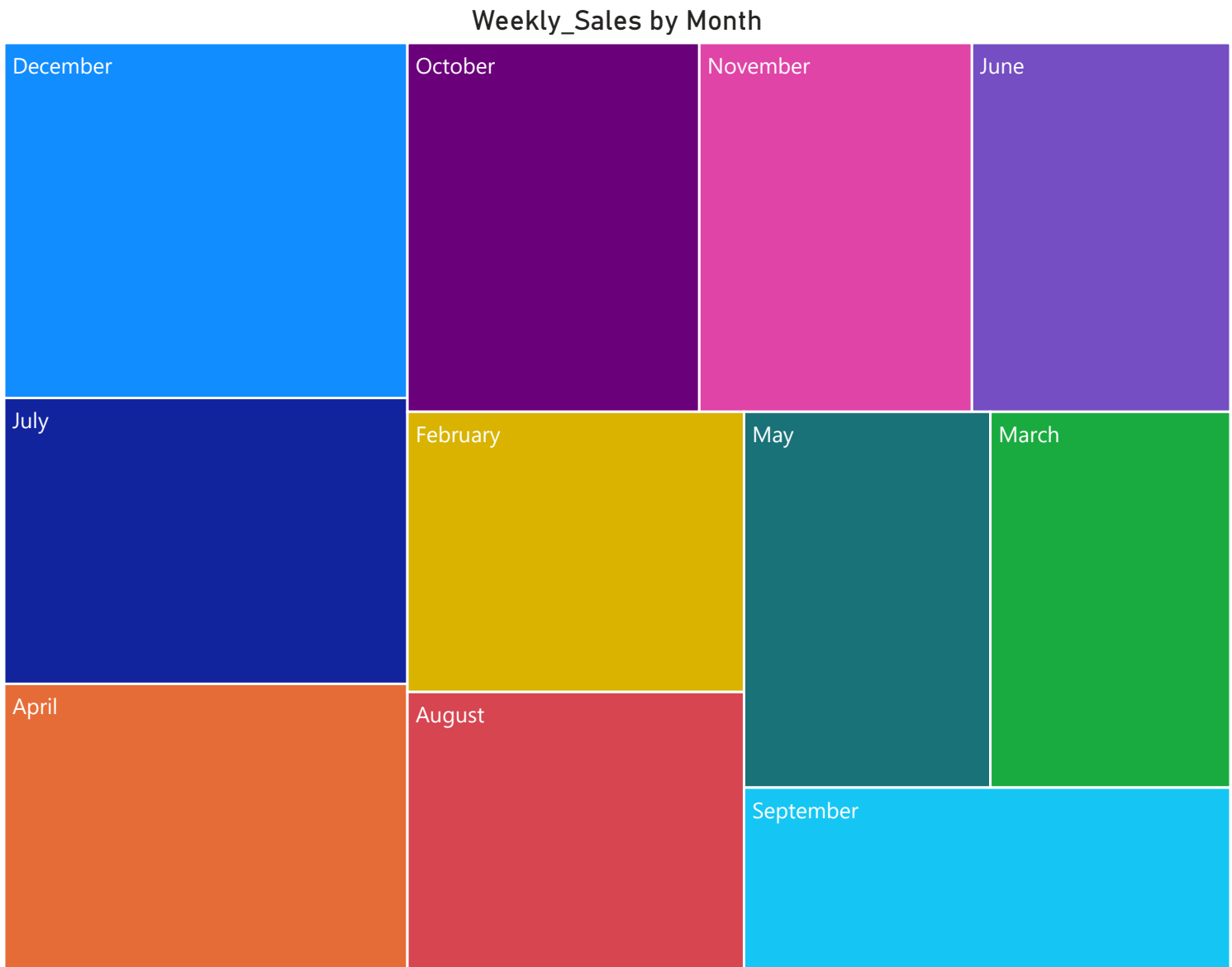
Show **Weekly Sales** using Store, Store type and Is Holiday

Weekly_Sales

0.00bn   **505.30M**   1.01bn

Weekly_Sales by Type

28.26M (5.59%)

153.64M (30.41%)

323.4M (64%)

Type
- ● A
- ● B
- ● C

Weekly_Sales by Store

20	2	31	28	24	23	11
4	27	41	35	26	34	40
14	6	32	17	25	15	7	43
1	18	8	29	37	3	30
10	19	12	45	9	38	44
13	39	22	21	42	36	33
			16	5		
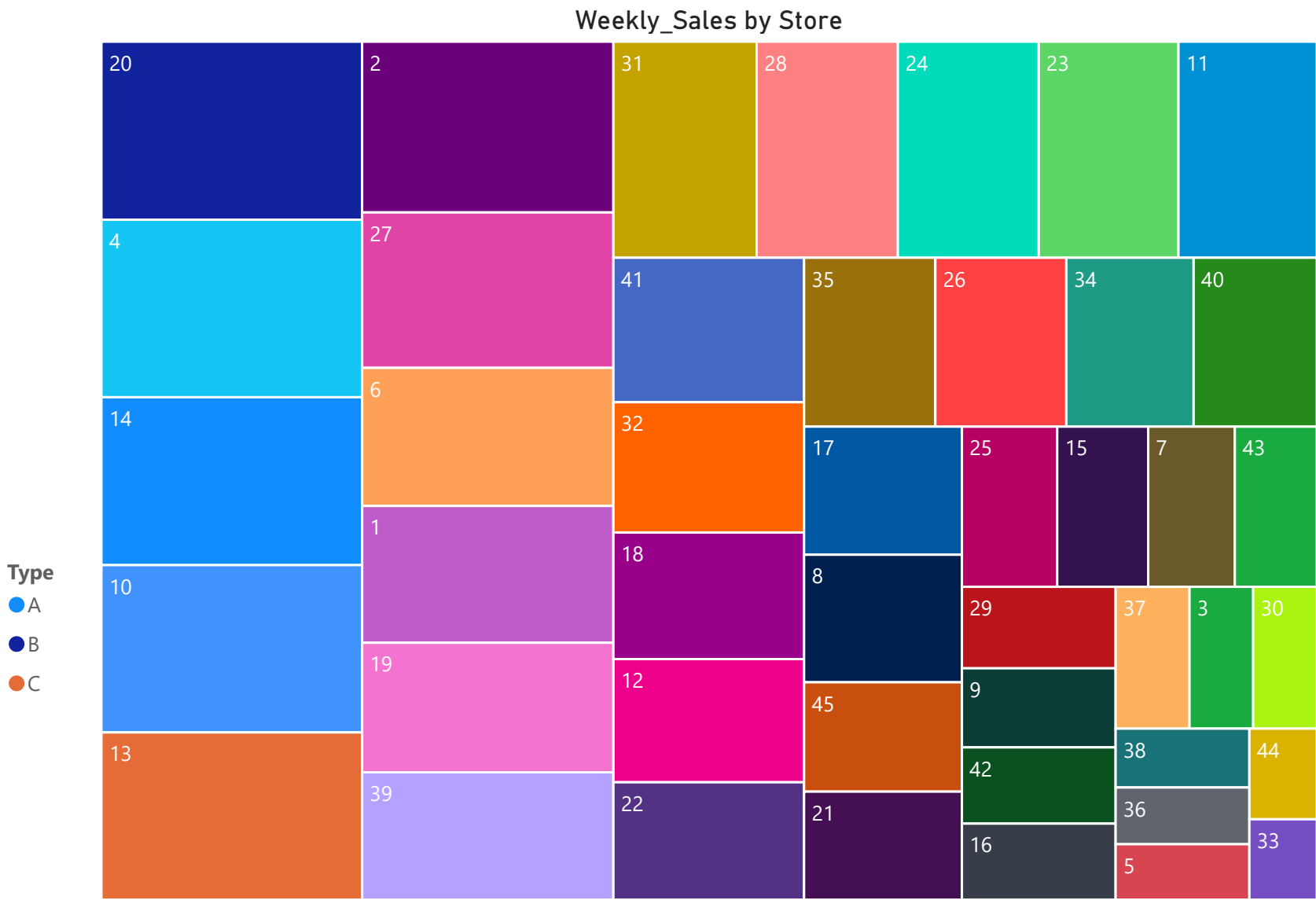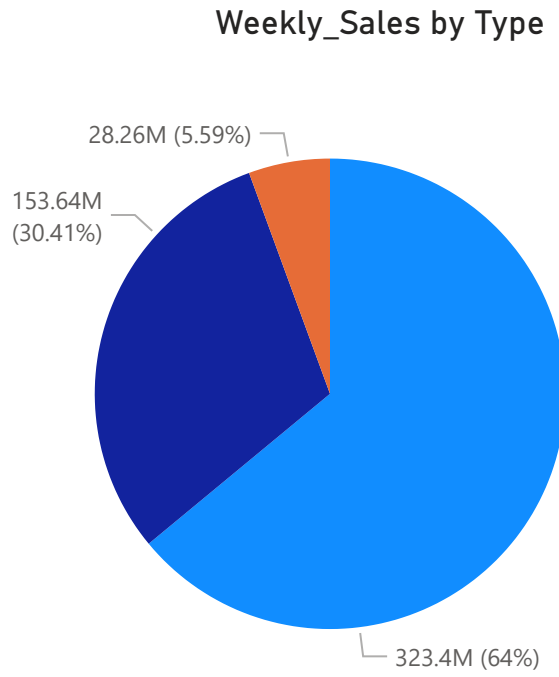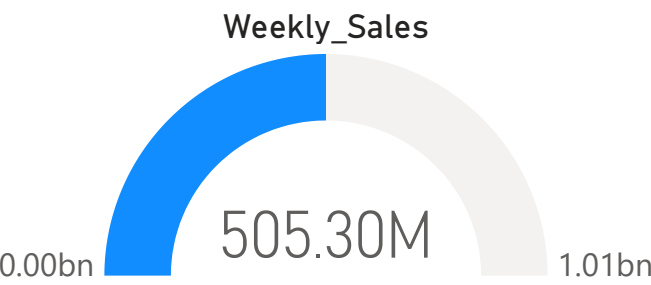
Show W**eekly Sale** depend on Store Type by using Year and Is Holiday as break down

Weekly_Sales by Type and IsHoliday
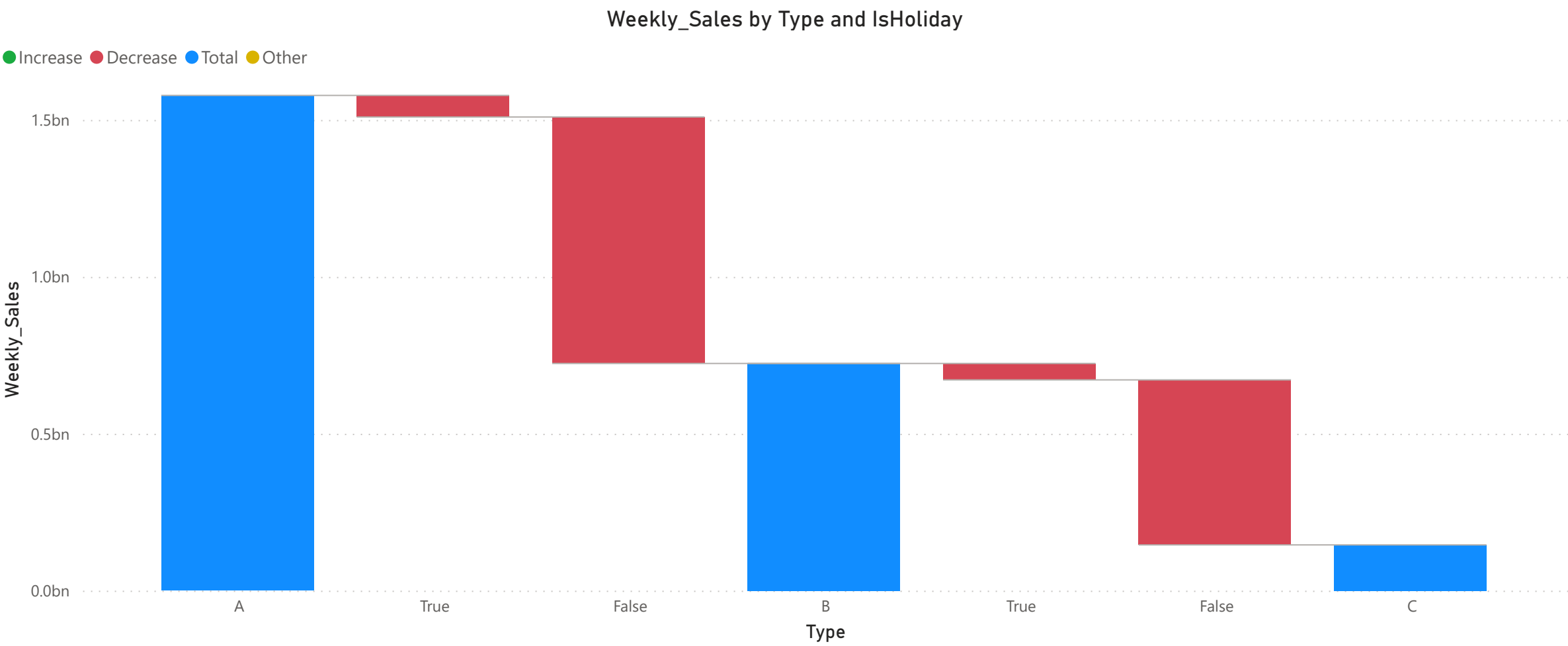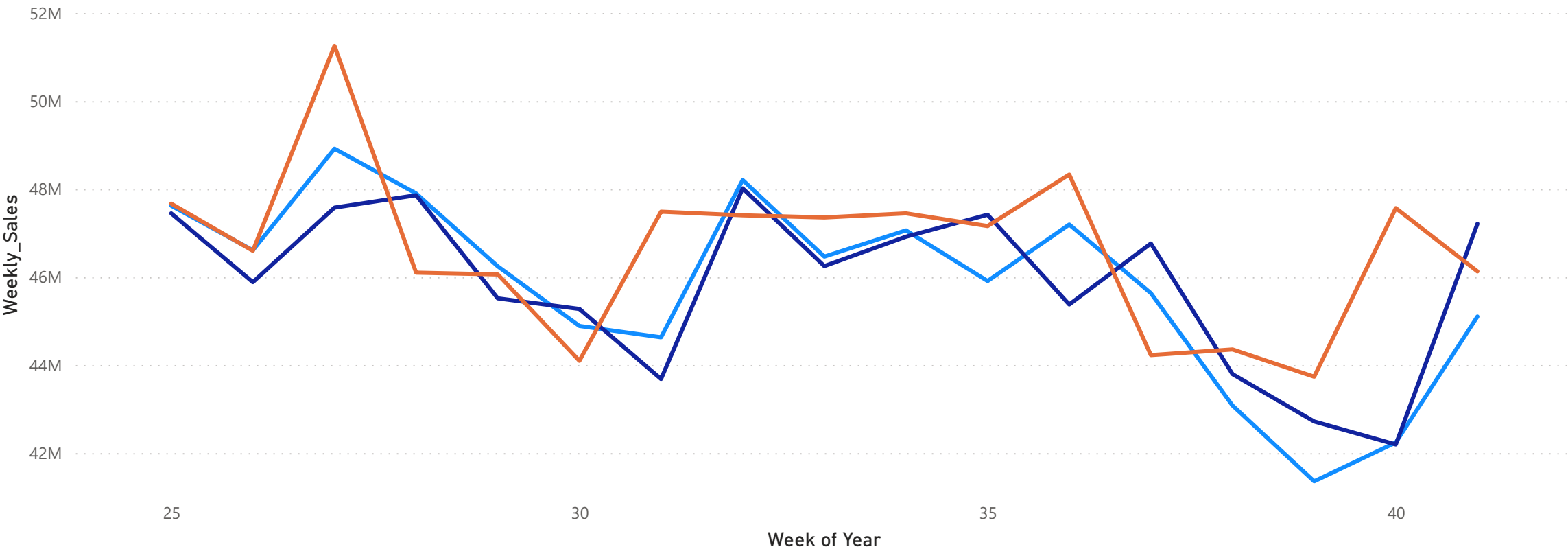
● Increase ● Decrease ● Total ● Other

Show **Weekly Sale** over years by using Week of Year

Week of Year

| 25 | 41 |

Weekly_Sales by Week of Year and Year

Year ● 2010 ● 2011 ● 2012

Show **Weekly Sales** of Stores depend on Store size by using Year, Week of the Year and Is Holiday
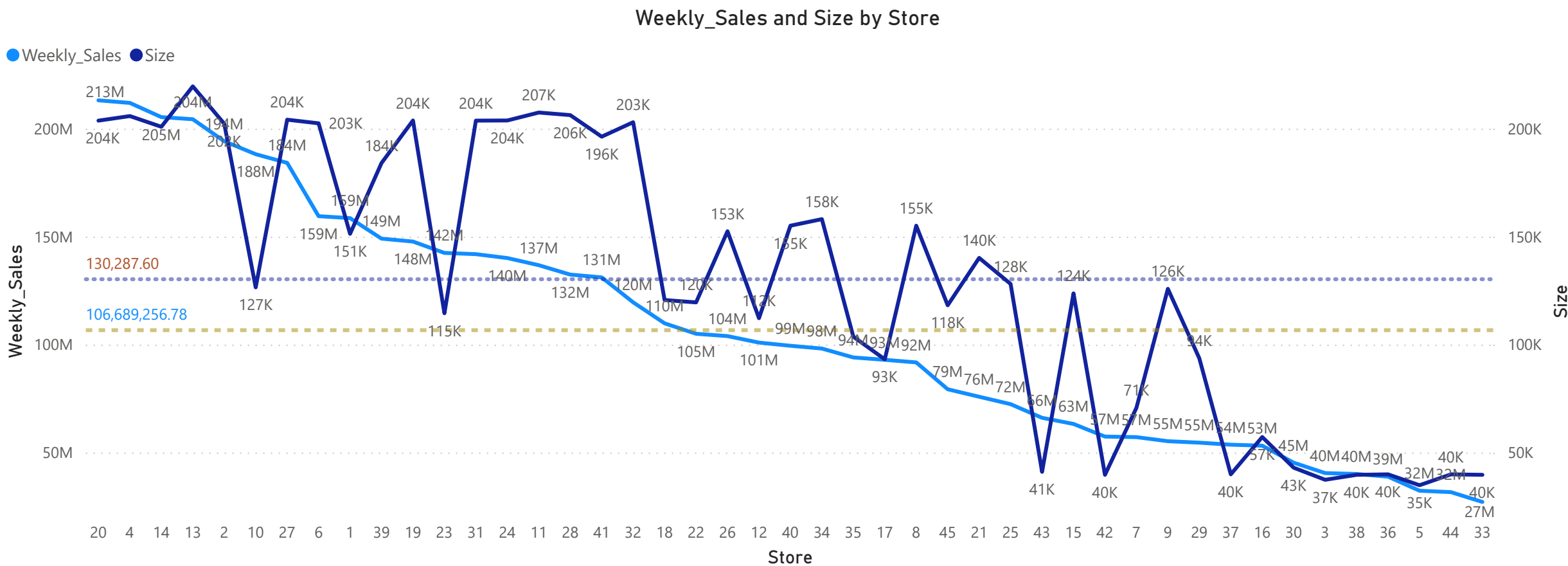
Regarding the visual report on page 10, It's shows the weekly sale for each store depends on Store size after considering Is Holiday True or False over more than one year.

It shows the below :
a. There are some stores not achieve the predict weekly sale comparing with other stores. ex. Store 25 and Store 11.
b. There are some stores achieve weekly sale more than the predicted one comparing with other stores. ex. Store 10.

Recommended actions :
- For point a : The stores need to be replaced with another smaller size to reduce rent revenue.
- For point b : The stores need to expand to be compatible with their weekly sale.

Predict the **Department**-wide sales for each Store

Weekly_Sales by Date

Store, Dept

- ⌄ ◯ 1
- ⌄ ◯ 10
- ⌄ ◯ 11
- ⌄ ◯ 12
- ⌄ ◯ 13
- ⌄ ◯ 14
- ⌃ ◉ 15
  - ◯ 1
  - ◯ 10
  - ◯ 11
  - ◯ 12
  - ◉ 13
  - ◯ 14
  - ◯ 16
  - ◯ 17
  - ◯ 18
  - ◯ 19
  - ◯ 2
  - ◯ 20
  - ◯ 21
  - ◯ 22
  - ◯ 23
  - ◯ 24
  - ◯ 25
  - ◯ 26
  - ◯ 27
  - ◯ 28
  - ◯ 29
  - ◯ 3