

MECE EXPLANATION

CUSTOMER ANALYSIS :- ANALYZES THE DEMOGRAPHIC ATTRIBUTES OF CUSTOMERS SUCH AS AGE, GENDER, INCOME, AND LOCATION. IT HELPS IN UNDERSTANDING THE CUSTOMER BASE AND TAILORING MARKETING STRATEGIES.

ORDER ANALYSIS :- THIS INVOLVES ANALYZING THE SPECIFICS OF EACH ORDER, INCLUDING QUANTITIES, PRICES, AND ANY APPLIED DISCOUNTS. IT HELPS IN UNDERSTANDING THE GRANULAR DETAILS OF SALES TRANSACTIONS.

EMPLOYEE ANALYSIS :- THIS PROCESS INCLUDES ASSESSING WORK QUALITY, PRODUCTIVITY, AND ALIGNMENT WITH ORGANIZATIONAL GOALS, ULTIMATELY GUIDING DECISIONS ON DEVELOPMENT, PROMOTIONS, AND TRAINING NEEDS.

PRODUCT ANALYSIS :- EXAMINES CUSTOMER FEEDBACK ON PRODUCTS, INCLUDING RATINGS AND REVIEWS. IT HELPS IN UNDERSTANDING PRODUCT PERFORMANCE FROM THE CUSTOMER'S PERSPECTIVE.

SUPPLIER ANALYSIS :- ASSESSES THE RELIABILITY AND EFFICIENCY OF SUPPLIERS BASED ON RATINGS AND PERFORMANCE METRICS. IT HELPS IN MANAGING SUPPLIER RELATIONSHIPS AND ENSURING SUPPLY CHAIN EFFECTIVENESS.

Customer Analysis

Customer Demographics	Customer Purchase Behaviour	Customer Lifetime Value
Segment customers based on demographics (age, gender, location).	Analyze purchasing patterns and preferences. Evaluate frequency and volume of purchases.	Calculate the lifetime value of different customer segments.

Order Analysis

Order Details Analysis	Order Trends
Analyze order quantities, prices, and discounts. Evaluate order completion rates and average order value.	Assess order trends over time (seasonal, monthly, yearly). Identify peak sales periods and slow periods.

Employee Analysis

Employee Productivity	Employee Tenure	Employee Performance
Assess employee productivity metrics across various departments and job roles.	Evaluate the length of time employees have been with the company.	Evaluate sales performance by employee. Assess impact of employee interactions on sales.

Product Analysis

Categories Analysis	Product Performance	Product Pricing
Assess sales performance by product categories. Analyze trends within each category.	Evaluate individual product sales. Identify top-selling and low-performing products.	Evaluate the distribution of product prices to understand pricing strategies and market positioning.

Supplier Analysis

Supplier Performance	Supplier Cost Structure	Geographical Distribution
Evaluate the ratings or performance metrics of suppliers to understand their reliability and efficiency.	Assess the cost or pricing structures of various suppliers to identify cost-effective and high-cost suppliers.	Map out the locations of suppliers to understand their geographical spread and potential impact on logistics.