

Questions

1. **What is the total sales revenue generated during the entire period, and what is the total profit earned from those sales?**
2. **How do sales figures differ across the four regions (East, South, West, and North), and which region recorded the highest and lowest sales values?**
3. **How many products belong to each product category, and what percentage does each category contribute to the overall product distribution?**
4. **What is the month-wise trend of sales and profits throughout the year, and which specific month shows a peak or drop in performance?**
5. **Which individual products contribute the most to total sales, and which products underperform compared to others?**
6. **How do the sales and profit values change when the user selects a specific month or category using the slicers on the dashboard?**
7. **Are there any noticeable seasonal patterns in the monthly sales or profit data, such as increased sales in certain months and decreased sales in others?**
8. **Which product categories perform better in terms of both total sales and item count, and which categories need improvement?**
9. **What is the relationship between sales and profit across different months, and do higher sales months always result in higher profit margins?**

- 10. Which region, month, category, or product should the business focus on to improve overall sales and profitability based on low-performance indicators in the data?**
- 11. Does the distribution of sales among regions suggest any potential market growth opportunities in underperforming regions?**
- 12. How effectively do different products (such as Shoes, Refrigerators, Laptops, Headphones, Bags) contribute to total sales, and which ones should be prioritized for marketing or inventory planning?**
- 13. What insights can be derived from comparing category counts with product-wise sales — for example, does a high product count also result in high sales for that category?**
- 14. Are there any specific regions or months where product performance significantly deviates from the overall sales trend?**
- 15. How do combined filters (Month + Category) impact the overall sales and profit visualizations, and what new insights appear when applying these filters?**

Insights Gained & Business Benefits

☒ 1. Clear Understanding of Total Business Performance

Insight:

You can see the exact **total sales** and **total profit** generated in the selected period.

Business Benefit:

Management immediately knows whether the business is growing, stable, or declining — helping in budgeting and financial decisions.

☒ 2. Region-Wise Strengths and Weaknesses

Insight:

The dashboard shows which region performs the best (e.g., East) and which region performs the worst.

Business Benefit:

- High-performing regions can be targeted for expansion.
 - Low-performing regions can be improved with better marketing, discounts, or supply-chain support.
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☒ 3. Category-Wise Product Demand

Insight:

You can see how many products belong to each category and their percentage contribution.

Business Benefit:

- Helps identify which category is most demanded by customers.
 - Low-count or low-demand categories can be removed, replaced, or improved.
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☒ 4. Seasonal Trends & Peak Months

Insight:

Monthly sales trends show which months perform the best or worst.

Business Benefit:

- Stock can be increased before high-sales months.

- Marketing campaigns can be planned for low-performing months.

☑ 5. Top-Performing and Underperforming Products

Insight:

You can identify which products (Shoes, Refrigerator, Laptop etc.) generate the most revenue.

Business Benefit:

- Best-selling products can be promoted further.
- Low-selling products can be improved, discounted, or replaced.

☑ 6. Dynamic Analysis Using Filters

Insight:

With Month and Category filters, you can analyze data from any angle.

Business Benefit:

This helps in **detailed decision-making**, especially for quarterly planning, seasonal demand, and product-specific sales.

☑ 7. Seasonal Sales Patterns

Insight:

The dashboard highlights which months show demand spikes and which months slow down.

Business Benefit:

- Helps optimize inventory.
 - Prevents overstocking and understocking.
 - Saves company cost & increases profit.
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☒ 8. Category-Level Profitability

Insight:

You can compare category-wise sales with category-wise counts.

Business Benefit:

- High-count but low-sale categories show mismatch → need improvement.
 - Low-count but high-sale categories show growth potential → need investment.
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☒ 9. Relationship Between Sales & Profit

Insight:

You can see whether higher sales months also result in higher profits or not.

Business Benefit:

Understanding profit margins helps adjust pricing strategies.

☒ 10. Identifying Areas for Improvement

Insight:

You can easily see which region, product, month, or category is underperforming.

Business Benefit:

- Helps management focus on weak areas.
 - Better resource and budget allocation.
 - Faster corrective action → improved profit.
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☒ 11. Market Expansion Opportunities

Insight:

Low-performing regions can still show market potential.

Business Benefit:

Targeted marketing in these areas can increase market share.

☒ 12. Better Planning for Inventory & Marketing

Insight:

Product-wise analysis helps understand which products drive revenue.

Business Benefit:

- Stock can be managed better.
 - Less wastage.
 - More targeted marketing campaigns.
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☒ Overall Company Benefits

By answering these questions through the dashboard, your company will benefit in the following ways:

- ☒ More informed and confident decision-making
- ☒ Better resource allocation
- ☒ Improved marketing & sales strategy
- ☒ Reduction in unnecessary costs
- ☒ Increased total profit
- ☒ Faster understanding of trends & patterns
- ☒ Strong competitive advantage
- ☒ Better customer demand forecasting
- ☒ Improved business growth planning