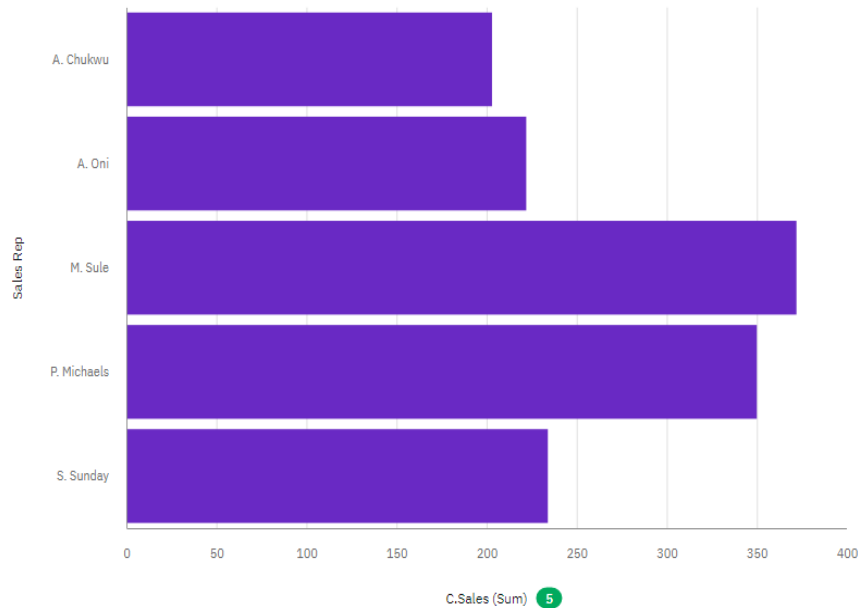


ASSIGNMENT 2

C.Sales by Sales Rep



Details

Over all values of **Sales Rep**, the sum of **C.Sales** is nearly 1500.

For **C.Sales**, the most significant values of **Sales Rep** are M. Sule and P. Michaels, whose respective **C.Sales** values add up to 722, or 52.3 % of the total.

C.Sales ranges from 203, when **Sales Rep** is A. Chukwu, to 372, when **Sales Rep** is M. Sule.

C.Sales is unusually high when **Sales Rep** is M. Sule.

Target

Tree sunburst

Tree diagram

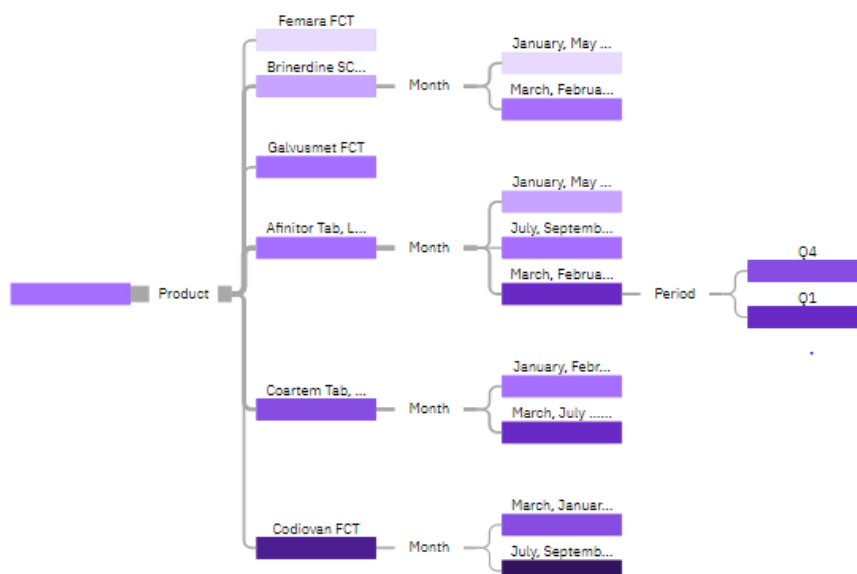
Rules

Target

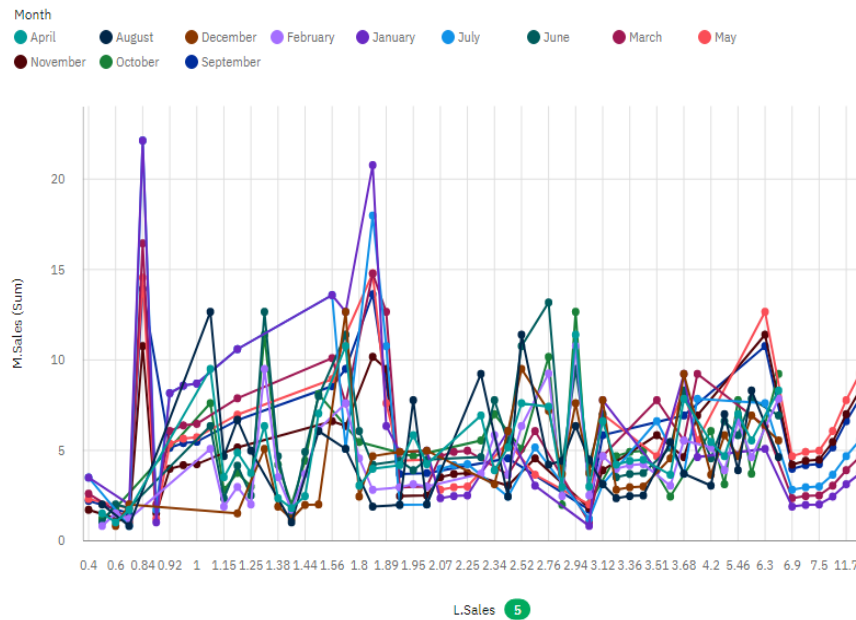


Nodes

All



M.Sales by L.Sales colored by Month



Details

For **M.Sales**, the most significant values of **L.Sales** are 1.84, 1.68, and 0.84, whose respective **M.Sales** values add up to 308.9, or 15.2 % of the total.

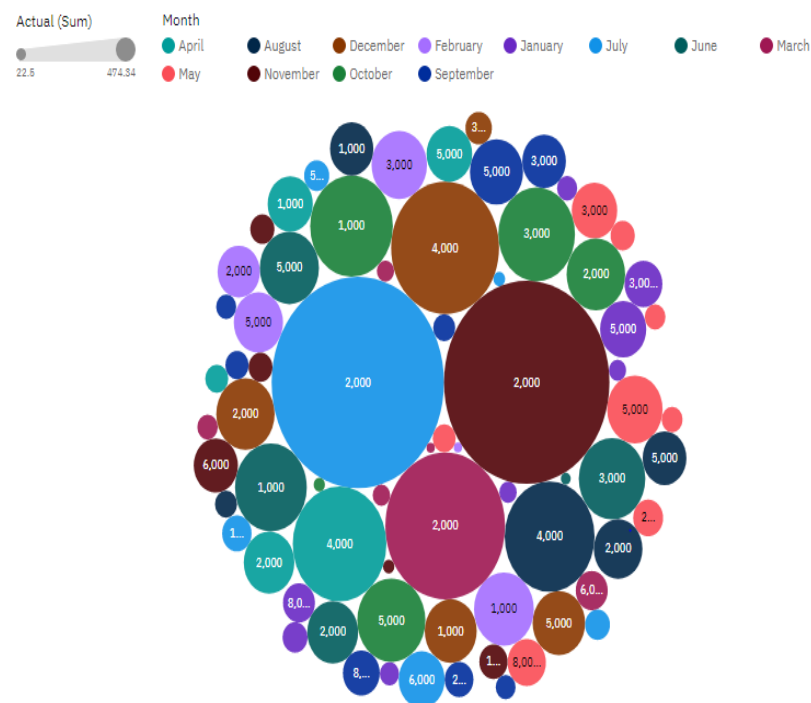
M.Sales is unusually high when **L.Sales** is 1.84, 0.84 and 1.68.

For **M.Sales**, the most significant value of **Month** is June, whose respective **M.Sales** values add up to 208.3, or 10.2 % of the total.

Across all values of **L.Sales** and **Month**, the sum of **M.Sales** is over two thousand.

The summed values of **M.Sales** range from 0.792 to 22.1.

Received Inventory colored by Month sized by Actual 8



Details

For **Actual**, the most significant values of **Month** are July, December, October, and November, whose respective **Actual** values add up to nearly 3500, or 38.6 % of the total.

Across all values of **Received Inventory** and **Month**, the sum of **Actual** is over 8500.

For **Actual**, the most significant value of **Received Inventory** is 2000, whose respective **Actual** values add up to nearly 2500, or 27.3 % of the total.

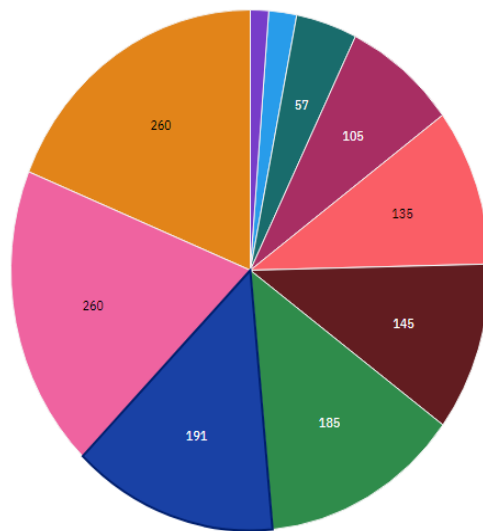
The summed values of **Actual** range from 22.5 to 474.3.

Actual is unusually high when **Received Inventory** is 2000.

C.Sales by Location 5

Location

Calabar Abuja Ilorin Ibadan Kaduna Port Harcourt Warri Abeokuta
Lagos Kano



Details

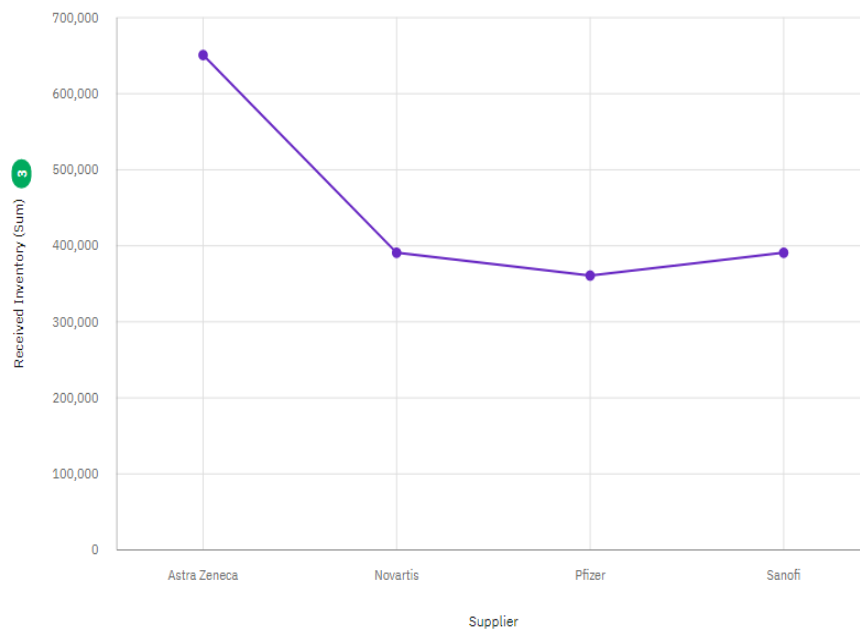
Over all **locations**, the sum of **C.Sales** is almost 1500.

For **C.Sales**, the most significant values of **Location** are Kano and Lagos, whose respective **C.Sales** values add up to 520, or 37.7 % of the total.

C.Sales ranges from 17, when **Location** is Calabar, to 260, when **Location** is Lagos.

C.Sales is most unusual when **Location** is Lagos, Kano and Calabar.

Received Inventory by Supplier



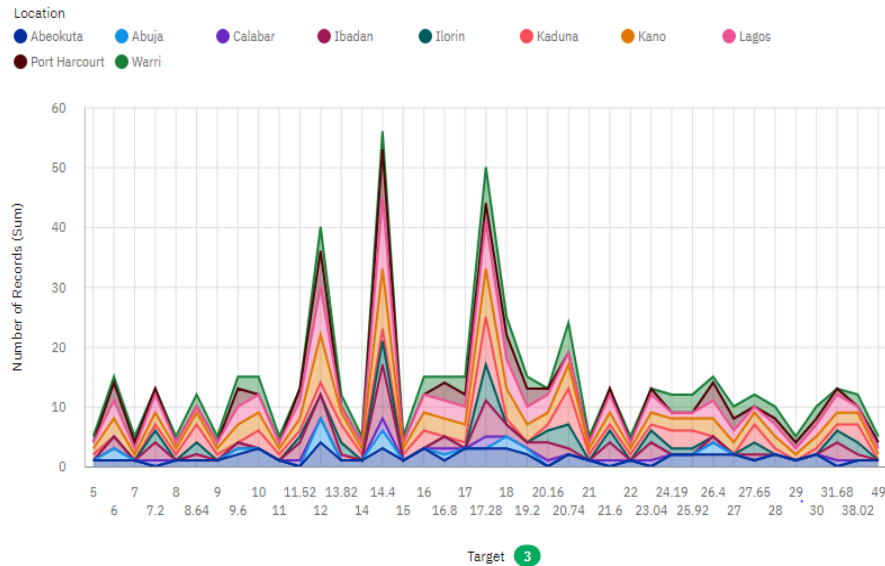
Details

Over all **suppliers**, the sum of **Received Inventory** is nearly 1.8 million.

Received Inventory ranges from 360 thousand, when **Supplier** is Pfizer, to 650 thousand, when **Supplier** is Astra Zeneca.

Received Inventory is unusually high when **Supplier** is Astra Zeneca.

Number of Records by Target colored by Location



Details

Over all **targets** and **locations**, the sum of **Number of Records** is 550.

For **Number of Records**, the most significant values of **Target** are 14.4, 17.28, and 12, whose respective **Number of Records** values add up to 146, or 26.5 % of the total.

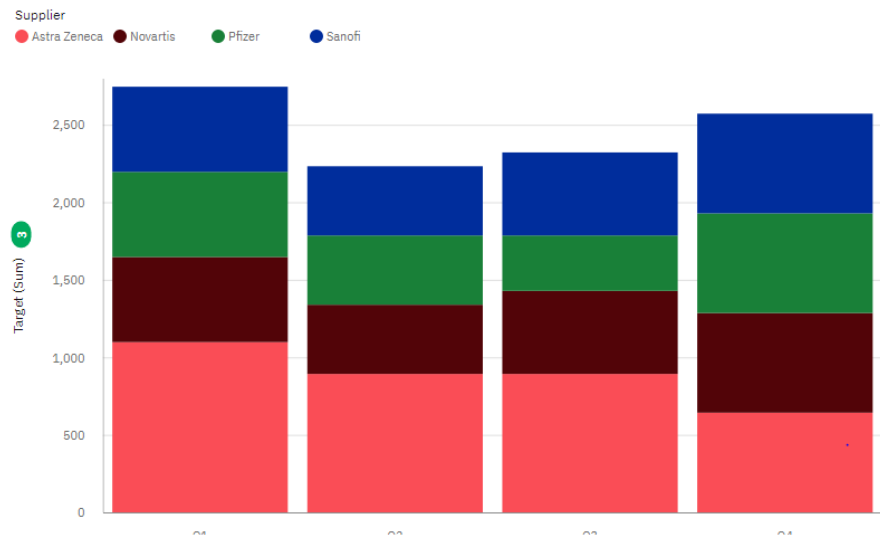
For **Number of Records**, the most significant values of **Location** are Kano and Lagos, whose respective **Number of Records** values add up to 200, or 36.4 % of the total.

The summed values of **Number of Records** range from 1 to 12.

Number of Records is unusually high when the combinations of **Target** and **Location** are 14.4 and Lagos, 14.4 and Kano, 14.4 and Ibadan, 12 and Kano, 12 and Lagos and more.

Number of Records is unusually high when

Target by Period



Details

Over all **periods** and **suppliers**, the sum of **Target** is nearly ten thousand.

For **Target**, the most significant values of **Period** are Q1 and Q4, whose respective **Target** values add up to nearly 5500, or 53.9 % of the total.

For **Target**, the most significant value of **Supplier** is Astra Zeneca, whose respective **Target** values add up to over 3500, or 35.7 % of the total.

The summed values of **Target** range from 357.1 to over a thousand.

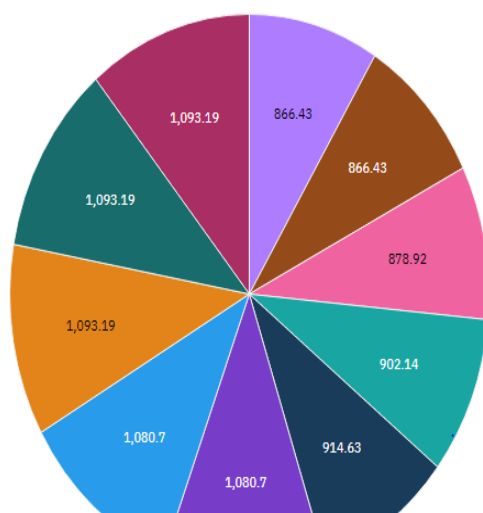
Target is unusually high when the combination of **Period** and **Supplier** is Q1 and Astra Zeneca.

Target is unusually high when **Supplier** is Astra Zeneca.

Target by Customer 3

Customer

National Hospital NNPC CBN LUTH Mobil Nestle Shell
Cadbury Total Unilever



Details

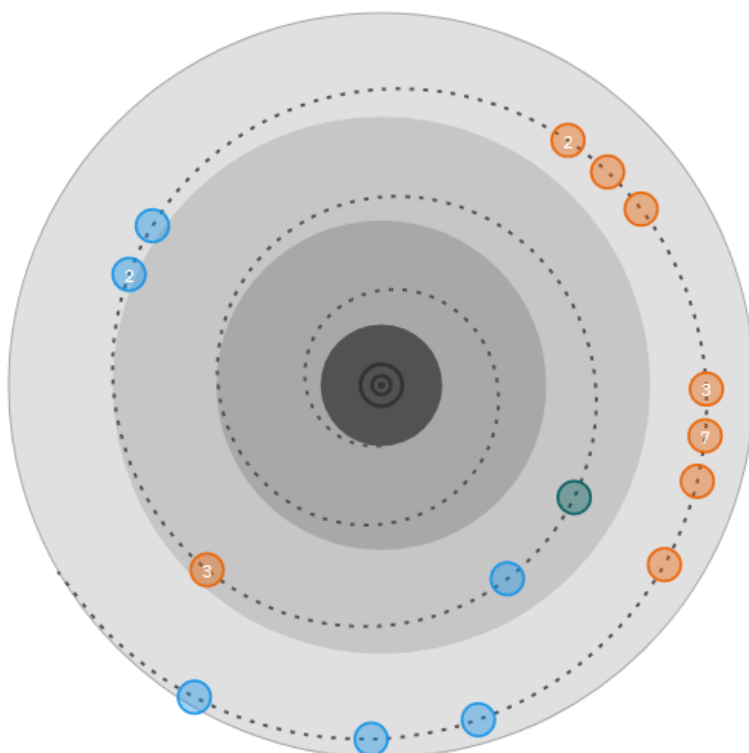
Over all **customers**, the sum of **Target** is nearly ten thousand.

For **Target**, the most significant values of **Customer** are Unilever, Cadbury, Total, Shell, and Nestle, whose respective **Target** values add up to nearly 5500, or 55.1 % of the total.

Target ranges from 866.4, when **Customer** is National Hospital, to over a thousand, when **Customer** is Unilever.

M.Sales

1 Driver 2 Drivers Combination



Search drivers

Drivers	%
Product, Location and Month	60
Product	58
Rep.Sales and Received Inventory	52
Actual and Rep.Sales	52
Actual and Period	52
L.Sales and Customer	46
Actual	46
Rep.Sales	45
Target and Month	36
L.Sales and Sales Rep	36
L.Sales and Supplier	35
Target and Period	34
L.Sales and C.Sales	30
Target and Received Inventory	30