

# **UNDERSTANDING THE DATASET**

**TEAM ID:** PNT2022TMID39896

## **Context:**

Shopping online is currently the need of the hour. Because of this COVID, it's not easy to walk in a store randomly and buy anything you want. So, try to understand a few things like, Customer Analysis and Product Analysis of this Global Super Store.

## **Customers Analysis:**

Analyse the customers based on their frequency of purchase - calculate frequency of purchase for each and every customer. Do the high frequent customers are contributing more revenue How much they profitable - what is the profit margin across the buckets Which customer segment is most profitable in each year. How the customers are distributed across the countries.

## **Product Analysis:**

Which country has top sales?

Which are the top 5 profit-making product types on a yearly basis?

How is the product price varying with sales - Is there any increase in sales with the Decrease in price at a day level?

What is the average delivery time across the counties

Record this data in visual dashboards.

## **Content:**

Once you download the file the rows you see are the details of the order done online by people across the globe in the time frame 1-jan-2011 to 31-dec-2014. There are no missing values in the majority of columns except postal code, you can drop it if not required.