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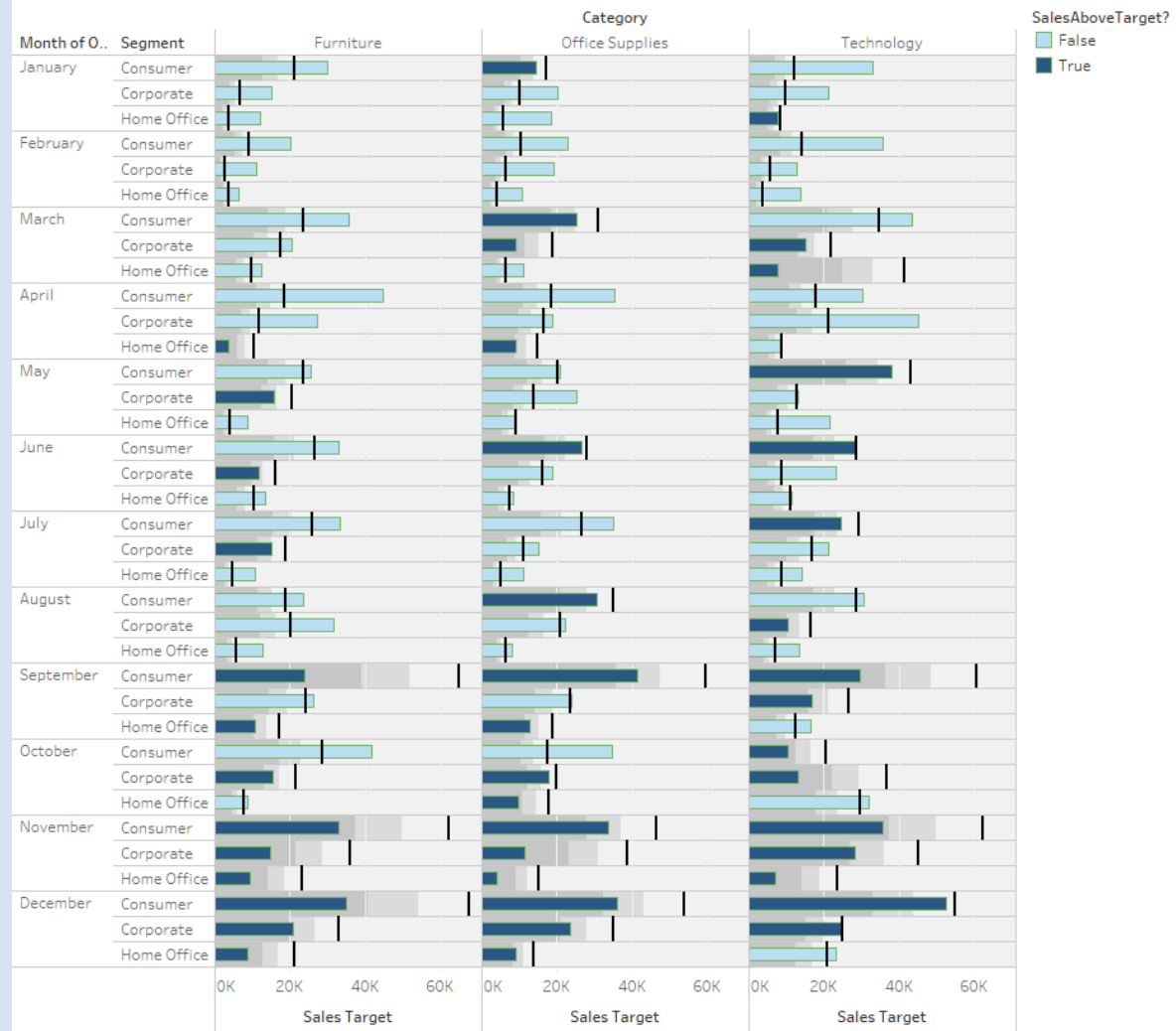
PROJECT 2

SALES PERFORMANCE ANALYSIS

OLWETHU MATIWANE

Output:

Sheet 1



Sum of Sales Target (Sales Target (Sales_Target)) for each Segment broken down by Category vs. Order Date Month. Colour shows details about SalesAboveTarget? (Sales Target (Sales_Target)).

Analysis:

- In January only Consumer in Office Supplies and Home Office in Technology had Sales about Target.
- February had no Sales above Target.
- In March Consumer Sales was above the Target on Office Supplies, Corporate also had Sales above Target on Office Supplies and Technology. The Home Office had Sales greater than Target on Technology only.
- Only Home Office on Furniture and Office Supplies had Sales above Target in April.
- May had Consumer which got Sales above Target on Technology and Corporate on Furniture.
- In June Consumer had Sales greater than Target on Office Supplies and Technology as well as Corporate on Furniture.
- July had Sales for Consumer on Technology and Corporate on Furniture which were Target.
- In August only Consumer Sales on Office Supplies and Corporate on Technology had Sales higher than Target.
- All Sales for Consumer were higher than Target in September, Corporate Sales was above Target on Technology and Home Office had Sales greater than Target on Furniture and Office Supplies.
- In October Consumer had Sales above Target on Technology. Corporate had Sales above Target on all category while Home Office had Sales greater than Target on Office Supplies only.
- In November all Sales were higher than Target.
- December had only one Category which had Target greater Sales, that was Technology.