

# ANALYSIS REPORT

## SALES DATASET

Generated: 2026-02-03 13:46

### SUMMARY

|                          |     |
|--------------------------|-----|
| Total records analyzed:  | 500 |
| Records after cleaning:  | 500 |
| Records with valid data: | 500 |
| Instances created:       | 500 |

## 1. Exploratory Data Analysis

### 1.1 General Information of the Dataset

The original dataset contains **500** records. After the cleaning process, **500** records were retained, representing a retention rate of **100%**.

The data includes information on sales transactions, including products, quantities, prices, and statuses. The total recorded revenue is **\$144,303.49**.

### 1.2 Missing Values

No missing values found in the dataset.

## 2. Sales Status Analysis

### 2.1 Status Distribution

- Pending: **178**
- Completed: **170**
- Cancelled: **152**

### 2.2 Old Pending Sales

- Sales in Pending status for more than 5 years: **170**

*Note: Sales pending for a long time may indicate issues in the sales closing process.*

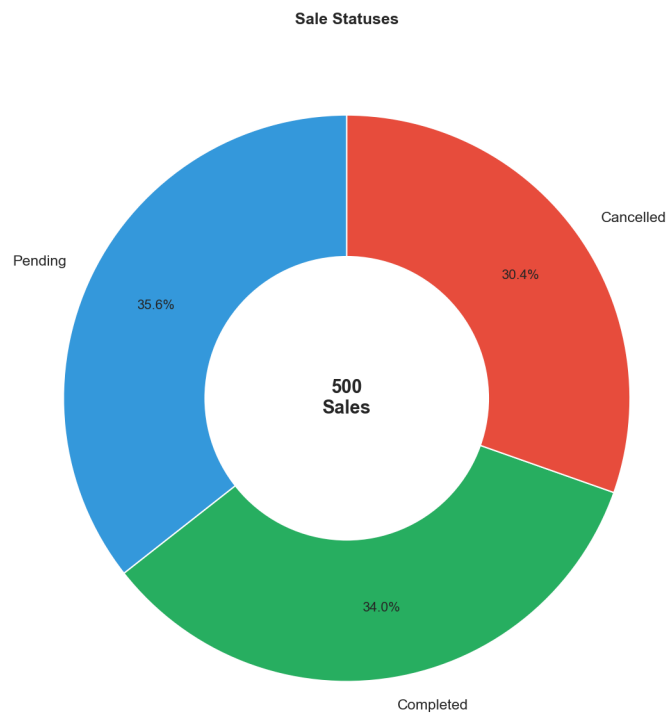


Figure 1: Sales Status

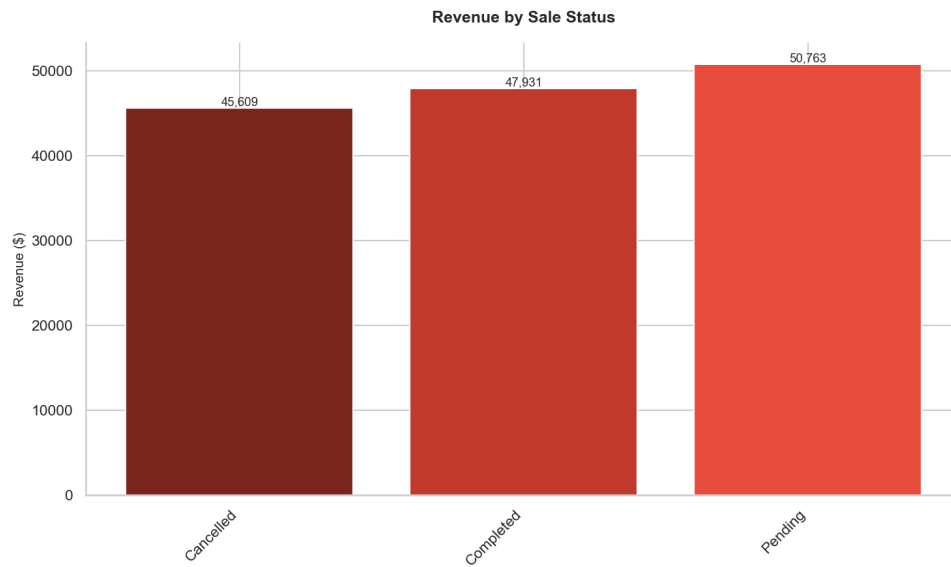


Figure 2: Revenue by Status

### 3. Date and Consistency Validation

#### 3.1 Future Dates

- Sales with future dates: **13** (2.6%)

#### 3.2 Sales vs Hire Date

- Sales made before employee hire date: **0**

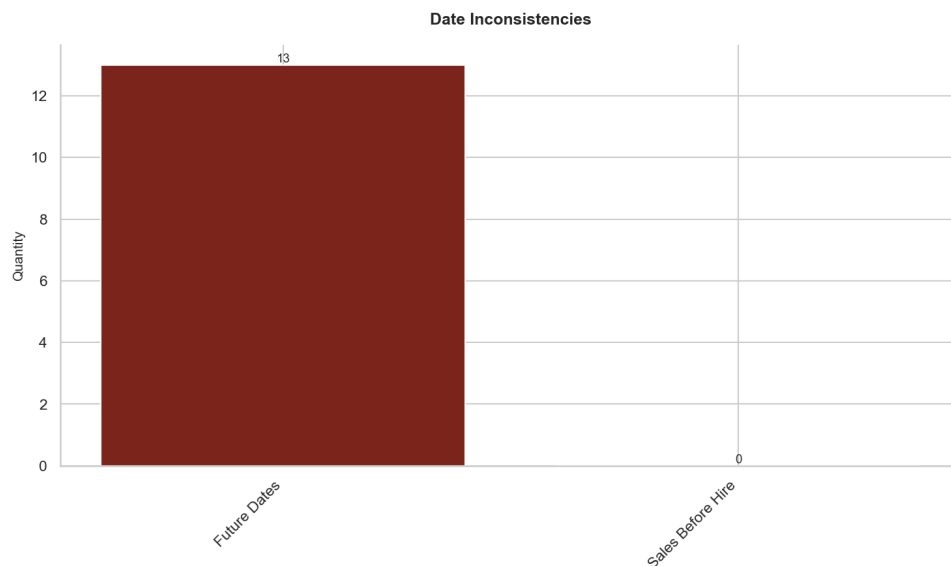


Figure 3: Date Issues

### 4. Applied Cleaning Process

#### 4.1 transformations performed

- Date validation ( $\text{sale\_date} > \text{hire\_date}$  of the seller)
- Reassignment of sales to valid employees when applicable
- Conversion of date columns to datetime
- Verification of  $\text{seller\_employee\_id}$  in employee dataset
- Price consistency validation ( $\text{unit\_price} * \text{quantity}$ )

#### 4.2 Cleaning Statistics

Table 1: Cleaning Process Summary

| Metric                 | Value |
|------------------------|-------|
| Original records       | 500   |
| Records after cleaning | 500   |
| Records removed        | 0     |
| Sales reassigned       | 0     |
| Dates corrected        | 0     |

### 5. Relations Between Datasets

#### 5.1 Employee ID Validation

- Sales with valid Employee ID: **500**
- Sales with invalid Employee ID: **0**

#### 5.2 Referential Integrity

It was verified that each sale has a valid seller registered in the employee dataset. Sales with invalid IDs may indicate records of deleted employees or data entry errors.

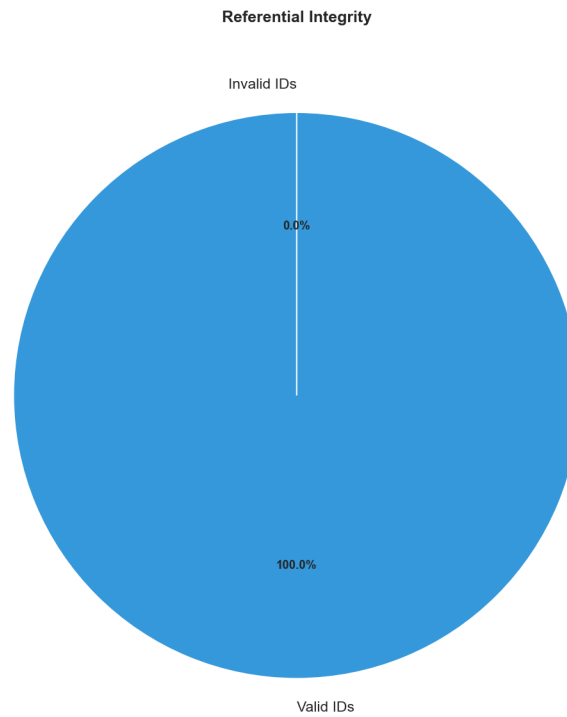


Figure 4: Referential Integrity

## 6. Pipeline Validation Results

### 6.1 Applied Validation Rules

- **is\_pending**: Status = 'Pending'
- **is\_completed**: Status = 'Completed'
- **is\_cancelled**: Status = 'Cancelled'
- **is\_future\_date**: Sale date is not in the future
- **validate\_prices**: Prices are positive
- **validate\_total\_price**:  $\text{total\_price} = \text{quantity} * \text{unit\_price}$

### 6.2 Validation Results

Table 2: Validation Results by Rule

| Validation           | VValid | Invalid | N/A | % Success |
|----------------------|--------|---------|-----|-----------|
| is_pending           | 178    | 322     | 0   | 35.6%     |
| is_completed         | 170    | 330     | 0   | 34.0%     |
| is_cancelled         | 152    | 348     | 0   | 30.4%     |
| is_future_date       | 13     | 487     | 0   | 2.6%      |
| validate_prices      | 500    | 0       | 0   | 100.0%    |
| validate_total_price | 500    | 0       | 0   | 100.0%    |

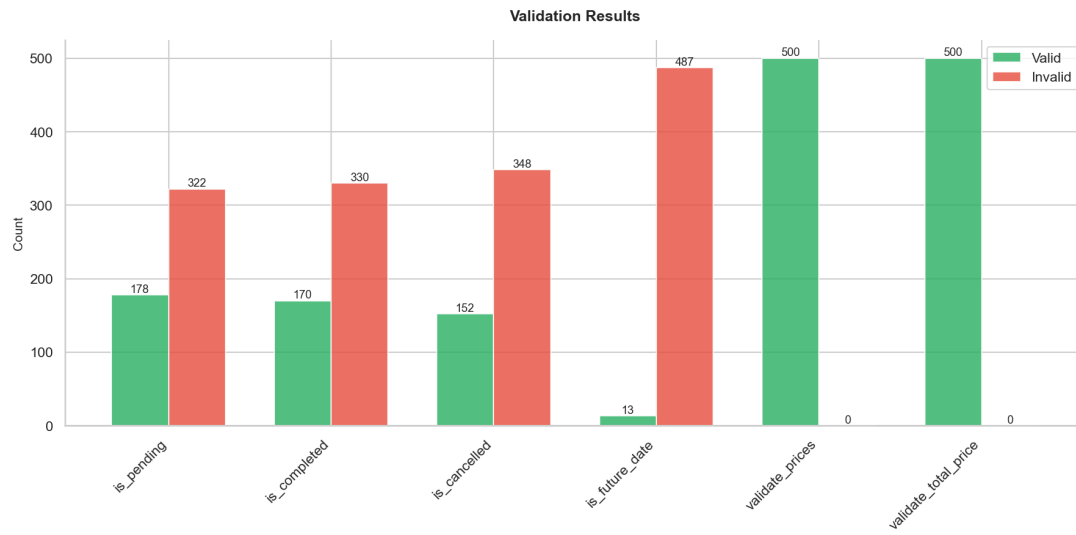


Figure 5: Validation Details