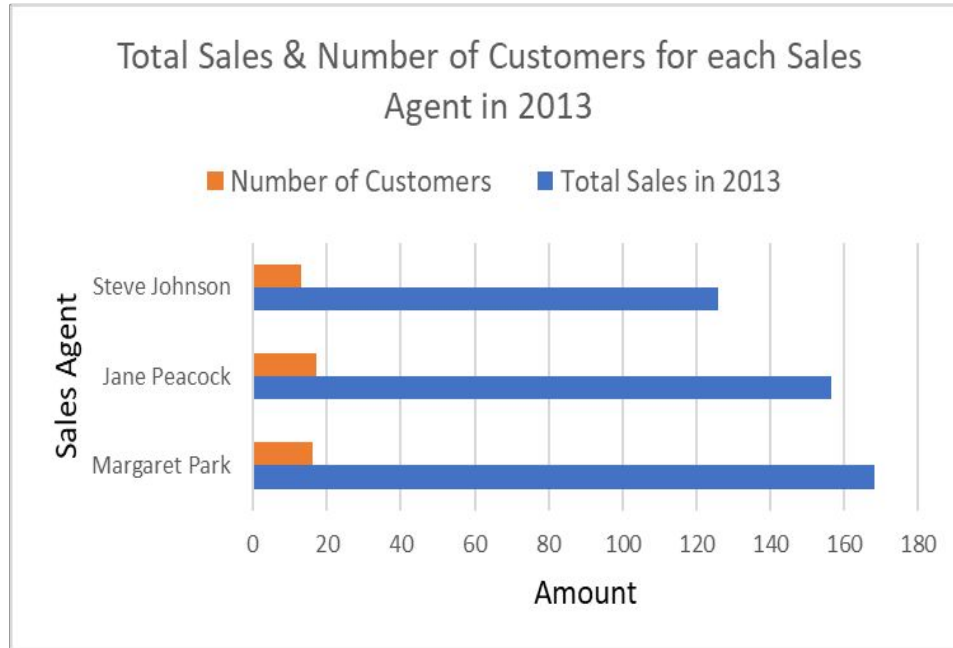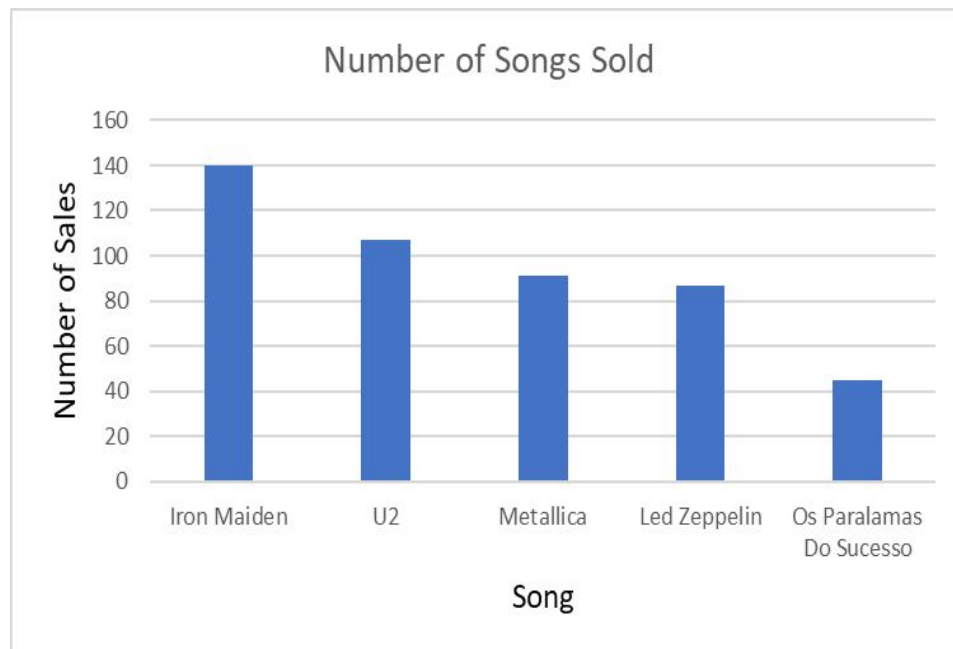# Total Sales & Number of Customers for each Sales Agent in 2013

Although the sales agent "Jane" has got the most customers in 2013, she has not made the biggest amount of money for the company, which was achieved by "Margaret" instead.

"Steve", on the other hand, did the lowest performance where hs has made the lowest money with the fewest customers.

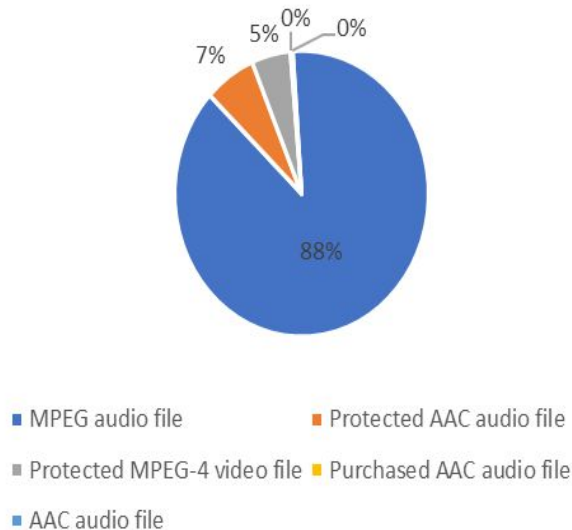# Number of Songs Sold

Number of Songs Sold

The chart shows the 5 tops songs that has most popularity amount customers.

This is a valuable information as it let the administration dig deeper on why these song got the best selling, and then they can put this in consideration when producing their feature songs.

Number of Sales per Media Type

Number of Sales per Media Type

- MPEG audio file
- Protected AAC audio file
- Protected MPEG-4 video file
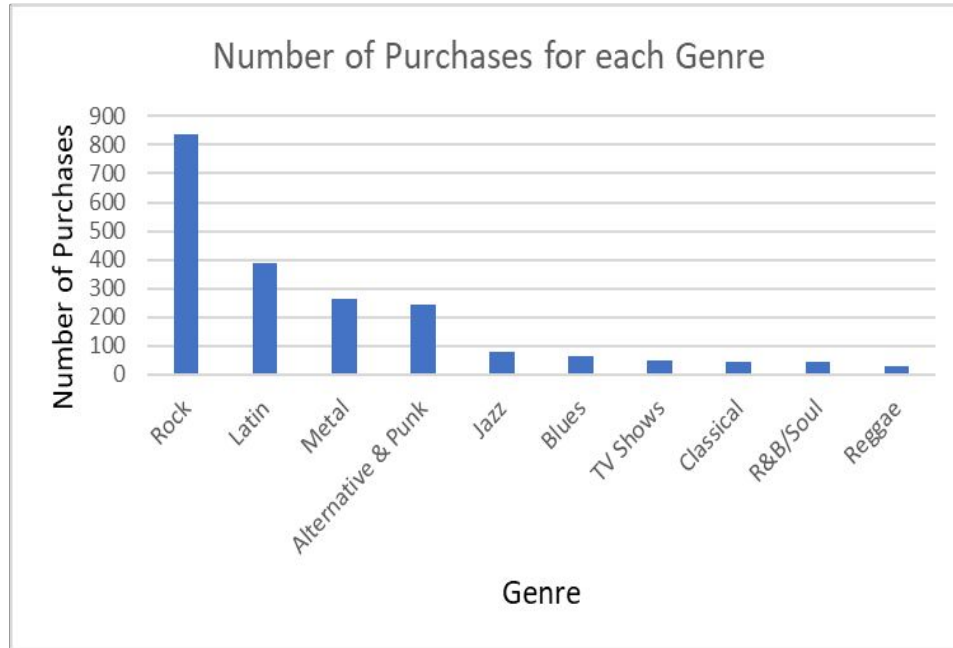- Purchased AAC audio file
- AAC audio file

The pie chart give a clear indication of the customers preferences on the media type of songs.

With MPEG format on the top, the music store can utilize this insight to make sure that feature songs is available on this format.

It is also notable that all of AAC formats has very low popularity compared to MPEG formats.
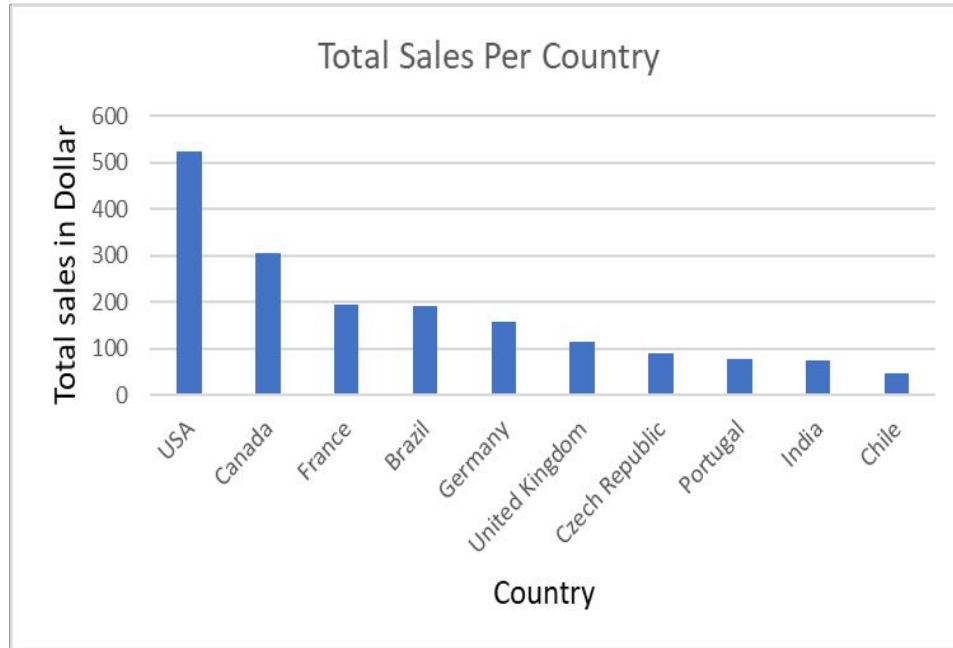
Number of Purchases

Number of Purchases for each Genre

This bar chart illustrate the best selling genre. "Rock" were sold more than 800 times, followed by "Latin" with less that 400 times. Both "Metal" and "Alternative & Punk" both has similar number of purchases around 250.

The rest genre didn't perform well, as it was sold less that 100 times.

Total Sales Per Country

Total Sales Per Country

In terms of total sales, most of music store customers are from North America (USA & Canada). This suggest creating more songs that target people preferences in these two countries.

From the chart, another suggestion could be doing an investigation on why big countries (ex. India) has very low sales.