# Data Analysis for Managerial Decisions

# Week 3 Assignment: Descriptive Analytics and Statistics

In this assignment, you will use Python in a Jupyter Notebook or Excel to perform descriptive analytics and statistics on a sales dataset. The dataset contains information about sales transactions including product type, region, salesperson, units sold, unit price, and total revenue.

## Instructions:

1. Load the dataset 'sales\_assignment\_dataset.csv' into a Pandas DataFrame.

2. Display the first few rows to understand the structure of the data.

3. Perform descriptive statistics on the following columns:

- Units Sold

- Unit Price

- Total Revenue

Include: count, mean, median, mode, standard deviation, minimum, and maximum.

## Visualization Tasks:

4. Create bar charts to show total revenue by product.

5. Create bar charts to show total revenue by region.

## Analysis Questions:

6. Which product generated the highest total revenue?

7. Which region had the highest sales performance?

8. What insights can you draw from the distribution of unit prices?

9. Are there any outliers in the units sold or total revenue columns?