**10 Analytical Questions for Sales**

1. What are the total sales, profits, costs, and quantity for the selected year?
2. What is the total profit generated by the business?
3. What is the percentage change in profit compared to the previous year (Delta PY %)?
4. Which are the top 5 products based on sales?
5. Does it make a dynamic profit gauge meter (ration of costs and sales) and profit value color?
6. How many units of products were sold by quantity?
7. What is the contribution of each product category to total sales?
8. What is the profit of each shipment mode from total sales?
9. How does the sales trend over the previous year’s sales?
10. What is the average revenue generated per customer?