**Description of the data available**:

The Document consists of Sales data of all different type of products sold throughout the year of 2011, 2012, 2013 and categorized based on Temperature and product category – it is a collection of sales data for every month of each year. Using these data we can know the growth of a specific product and down fall of a product each year and also we can know how temperature affects the growth of a product. We can analysis what product is need the most for various temperature and analysis increase in quantity of production for each month knowing the raise in need for the product at a specific month and reduce the production know there will be less need for that product at the specific month. These data are very important for a data scientist and to analysis the need of the product in market. By knowing so we can advise for a way to increase in production for the client and make profit.

**Work on creating dashboard**:

I have gathered all the data for 2011, 2012, 2013 and calculated the total sales of each product for each year and created a **Pivot table** and **Chart** to describe the growth of each product on all three year along with a chart based on product category. Also I have created a Chart to know the growth in sales of each product for each year separately for 2011, 2012, 2013 also a **bar Chart** based on product category.

Finally I have used Temperature, product category and sub category as slicers to filter all the Chart so that it shows the growth of specific product growth at a specific temperature, or which food product sales is increased on which temperature, or to know which drug is need most in which month of a year.

Sales Data can be analyzed in these way, by asking questions and exploring them we can come to the business decision or a strategy to increase in the profit.

**Business Conclusion**:

There is increase in sales each year due to which the product demand also increases and this can increase the product giving profit to the client. Taking consideration of the season and temperature in mind each month has different demands for different product which leads to different rate of production.

**Report Summary**:

These data are the sales of all product of the year 2011, 2012, and 2013, also the month wise sales of the product and the variation in need of each product based on the impact of season on them on each month. This also gives us the raise in demand of the product on each month. This gives us the advantage to increase the production of the product and reduce the production of the product due to climate change and also can create advertising strategy of the product based on climate and needs.