**DESCRIPTION OF DATASET**

The dataset is for a pharmaceutical manufacturing company based in Germany named Forggith Pharmaceuticals. It contains information about their products and sales representatives. It also contains information about their customers, location, and orders.

**CUSTOMERS TABLE**

* **Customer ID:** A unique identifier for each customer.
* **Customer Name:** The name of the customer.
* **Segment:** The customer segment.

**LOCATION TABLE**

* **Location ID:** Unique identifier for customer location.
* **City:** The city where the customer is located.
* **State:** The state where the customer is located.
* **Postal Code:** The postal code of the customer's location.
* **Region:** The geographical region associated with the customer.

**ORDERS TABLE**

* **Order ID:** A unique identifier for each order made by the customer.
* **Order Date:** The date when the order was placed.
* **Ship Date:** The date when the order was shipped.
* **Ship Mode:** The mode of shipment chosen for the order.
* **Customer ID:** A unique identifier for each customer.
* **Sales Rep:** The sales representative associated with the order.
* **Location ID:** Unique identifier for customer location.
* **Product ID:** A unique identifier for each product.
* **Sales:** The total sales amount for the order.
* **Quantity:** The quantity of products ordered.
* **Discount:** The discount applied to the order.
* **Profit:** The profit generated from the order.

**PRODUCTS TABLE**

* **Product ID:** A unique identifier for each product.
* **Category:** The category to which the product belongs.
* **Sub-Category:** The sub-category of the product.
* **Product Name:** The name of the product

**SALES REP TABLE**

* **Sale Rep:** The sales representative associated with the order.
* **Sales Team:** The team of sales representatives handling the order.
* **Sales Team Manager:** The manager of the sales team.