## 0kbfelgxo

### April 3, 2024

```
import numpy as np
     import pandas as pd
     import os
[6]: # os.getcwd()
     # os.listdir()
[2]: df = pd.read_excel('C:\\POWER BI\\Walmart.xlsx')
     df
[2]:
                 Order ID Order Date Ship Date
                                                                         Country \
                                                    Customer Name
           CA-2013-138688 2013-06-13 2013-06-17
                                                  Darrin Van Huff
                                                                   United States
     1
           CA-2011-115812 2011-06-09 2011-06-14
                                                  Brosina Hoffman
                                                                   United States
     2
           CA-2011-115812 2011-06-09 2011-06-14
                                                  Brosina Hoffman
                                                                   United States
     3
           CA-2011-115812 2011-06-09 2011-06-14
                                                  Brosina Hoffman
                                                                   United States
           CA-2011-115812 2011-06-09 2011-06-14
                                                  Brosina Hoffman
                                                                   United States
     3198 CA-2013-125794 2013-09-30 2013-10-04
                                                     Maris LaWare
                                                                   United States
     3199 CA-2014-121258 2014-02-27 2014-03-04
                                                      Dave Brooks
                                                                   United States
     3200 CA-2014-121258 2014-02-27 2014-03-04
                                                      Dave Brooks
                                                                   United States
     3201
           CA-2014-121258 2014-02-27 2014-03-04
                                                      Dave Brooks
                                                                   United States
     3202 CA-2014-119914 2014-05-05 2014-05-10
                                                     Chris Cortes
                                                                   United States
                  City
                             State
                                       Category \
     0
           Los Angeles California
                                          Labels
     1
           Los Angeles California
                                    Furnishings
     2
           Los Angeles
                        California
     3
           Los Angeles
                        California
                                          Phones
           Los Angeles
                                        Binders
                        California
     3198
          Los Angeles
                        California
                                    Accessories
     3199
            Costa Mesa
                        California
                                    Furnishings
     3200
            Costa Mesa
                        California
                                          Phones
     3201
            Costa Mesa
                        California
                                           Paper
     3202
          Westminster California
                                     Appliances
```

Product Name

Sales Quantity \

```
7
     1
           Eldon Expressions Wood and Plastic Desk Access...
                                                               48.860
     2
                                                   Newell 322
                                                                  7.280
                                                                                4
     3
                               Mitel 5320 IP Phone VoIP phone
                                                                907.152
     4
           DXL Angle-View Binders with Locking Rings by S...
                                                                              3
                                                               18.504
           Memorex Mini Travel Drive 64 GB USB 2.0 Flash ...
                                                               36.240
     3198
                                                                              1
           Tenex B1-RE Series Chair Mats for Low Pile Car...
     3199
                                                               91.960
                                                                              2
     3200
                                                                                2
                                        Aastra 57i VoIP phone
                                                                258.576
     3201 It's Hot Message Books with Stickers, 2 3/4" x 5"
                                                                 29.600
                                                                                 4
           Acco 7-Outlet Masterpiece Power Center, Wihtou... 243.160
            Profit
     0
            6.8714
     1
           14.1694
     2
            1.9656
     3
           90.7152
     4
            5.7825
     3198
           15.2208
     3199
           15.6332
     3200
           19.3932
     3201
           13.3200
     3202 72.9480
     [3203 rows x 12 columns]
[3]: df.head()
[3]:
              Order ID Order Date Ship Date
                                                 Customer Name
                                                                       Country \
                                                                 United States
        CA-2013-138688 2013-06-13 2013-06-17
                                               Darrin Van Huff
     1 CA-2011-115812 2011-06-09 2011-06-14
                                               Brosina Hoffman
                                                                 United States
     2 CA-2011-115812 2011-06-09 2011-06-14
                                               Brosina Hoffman
                                                                United States
     3 CA-2011-115812 2011-06-09 2011-06-14
                                               Brosina Hoffman
                                                                 United States
     4 CA-2011-115812 2011-06-09 2011-06-14
                                               Brosina Hoffman
                                                                United States
               City
                          State
                                     Category
      Los Angeles
                     California
                                       Labels
     1 Los Angeles
                     California
                                Furnishings
     2 Los Angeles
                                          Art
                     California
     3 Los Angeles
                                       Phones
                     California
     4 Los Angeles
                     California
                                      Binders
                                                                      Quantity \
                                              Product Name
                                                               Sales
        Self-Adhesive Address Labels for Typewriters b...
                                                            14.620
                                                                           2
                                                            48.860
        Eldon Expressions Wood and Plastic Desk Access...
     1
     2
                                                Newell 322
                                                               7.280
                                                                             4
```

Self-Adhesive Address Labels for Typewriters b...

14.620

2

0

```
3
                            Mitel 5320 IP Phone VoIP phone 907.152
                                                                            3
     4 DXL Angle-View Binders with Locking Rings by S...
                                                            18.504
         Profit
         6.8714
     0
     1
       14.1694
     2
         1.9656
     3
       90.7152
         5.7825
     df.shape
[4]: (3203, 12)
[5]: df.info()
    <class 'pandas.core.frame.DataFrame'>
    RangeIndex: 3203 entries, 0 to 3202
    Data columns (total 12 columns):
     #
         Column
                         Non-Null Count
                                         Dtype
     0
         Order ID
                         3203 non-null
                                          object
                                          datetime64[ns]
     1
         Order Date
                         3203 non-null
     2
         Ship Date
                         3203 non-null
                                          datetime64[ns]
     3
         Customer Name 3203 non-null
                                          object
         Country
     4
                         3203 non-null
                                          object
     5
         City
                         3203 non-null
                                          object
     6
         State
                         3203 non-null
                                          object
     7
         Category
                         3203 non-null
                                          object
         Product Name
                         3203 non-null
                                          object
     9
         Sales
                         3203 non-null
                                          float64
     10
         Quantity
                         3203 non-null
                                          int64
                         3203 non-null
                                         float64
     11 Profit
    dtypes: datetime64[ns](2), float64(2), int64(1), object(7)
    memory usage: 300.4+ KB
[5]: df.describe()
[5]:
                                Order Date
                                                                 Ship Date \
                                      3203
                                                                      3203
     count
            2013-05-10 03:06:07.530440192
                                            2013-05-14 01:25:25.195129600
     mean
     min
                      2011-01-07 00:00:00
                                                       2011-01-09 00:00:00
     25%
                      2012-05-22 00:00:00
                                                       2012-05-26 00:00:00
     50%
                      2013-07-22 00:00:00
                                                       2013-07-25 00:00:00
                      2014-05-23 00:00:00
     75%
                                                       2014-05-27 00:00:00
                      2014-12-31 00:00:00
                                                       2015-01-06 00:00:00
    max
     std
                                       NaN
                                                                       NaN
```

```
Sales
                               Quantity
                                              Profit
      count
              3203.000000
                           3203.000000
                                         3203.000000
      mean
               226.493233
                               3.828910
                                           33.849032
     min
                 0.990000
                               1.000000 -3399.980000
      25%
                19.440000
                               2.000000
                                            3.852000
      50%
                60.840000
                               3.000000
                                           11.166400
      75%
               215.809000
                               5.000000
                                           33.000400
             13999.960000
     max
                              14.000000 6719.980800
      std
               524.876877
                               2.260947
                                          174.109081
 [6]: df.dtypes
 [6]: Order ID
                                object
      Order Date
                       datetime64[ns]
      Ship Date
                       datetime64[ns]
      Customer Name
                                object
      Country
                                object
      City
                                object
      State
                                object
      Category
                                object
     Product Name
                                object
      Sales
                               float64
      Quantity
                                 int64
      Profit
                               float64
      dtype: object
 [7]: df.columns
      # contains all the column names.
 [7]: Index(['Order ID', 'Order Date', 'Ship Date', 'Customer Name', 'Country',
             'City', 'State', 'Category', 'Product Name', 'Sales', 'Quantity',
             'Profit'],
            dtype='object')
 [8]: x = df.columns.tolist()
      x = tuple(x)
      print(x)
     ('Order ID', 'Order Date', 'Ship Date', 'Customer Name', 'Country', 'City',
     'State', 'Category', 'Product Name', 'Sales', 'Quantity', 'Profit')
[10]: # info about object dtype columns.
      text_col = df.dtypes[df.dtypes=='object'].index
      # print(text_col)
      df[text_col].describe()
```

```
[10]:
                                                      Country
                     Order ID
                               Customer Name
                                                                       City
                                                                                   State \
                                         3203
                                                         3203
                                                                       3203
      count
                         3203
                                                                                    3203
                                          686
                                                                        169
      unique
                         1611
                                                            1
                                                                                      11
      top
              CA-2013-165330
                                               United States
                                                               Los Angeles
                                                                             California
                               William Brown
                                                         3203
                                                                                    2001
      freq
                           11
                                           24
                                                                        747
              Category Product Name
      count
                  3203
                                3203
                                1494
                    17
      unique
      top
              Binders
                            Staples
                   471
      freq
                                  60
     df.describe()
 [5]:
 [5]:
                                  Order Date
                                                                    Ship Date
                                        3203
                                                                         3203
      count
      mean
              2013-05-10 03:06:07.530440192
                                              2013-05-14 01:25:25.195129600
                        2011-01-07 00:00:00
      min
                                                         2011-01-09 00:00:00
      25%
                        2012-05-22 00:00:00
                                                         2012-05-26 00:00:00
      50%
                        2013-07-22 00:00:00
                                                         2013-07-25 00:00:00
      75%
                        2014-05-23 00:00:00
                                                         2014-05-27 00:00:00
                        2014-12-31 00:00:00
                                                         2015-01-06 00:00:00
      max
      std
                                         NaN
                                                                          NaN
                     Sales
                                Quantity
                                                Profit
              3203.000000
                            3203.000000
                                          3203.000000
      count
               226.493233
                                3.828910
                                            33.849032
      mean
                  0.990000
                                1.000000 -3399.980000
      min
      25%
                 19.440000
                                2.000000
                                              3.852000
      50%
                 60.840000
                                3.000000
                                            11.166400
      75%
               215.809000
                                5.000000
                                            33.000400
      max
              13999.960000
                               14.000000
                                          6719.980800
               524.876877
                                           174.109081
      std
                                2.260947
```

#### 1 Basic Information:

1. What is the overall sales figure for the given dataset?

```
[11]: print("Overall sales figure of the dataset is ",df['Sales'].sum())
# df['Sales'].sum()
```

Overall sales figure of the dataset is 725457.8245

2. How many unique customers are there in the dataset?

```
[12]: unique_cust = df['Customer Name'].unique()
print('Numbers of Unique customer is ',len(unique_cust))
```

Numbers of Unique customer is 686

```
[13]: # way 2
unique_cust1= df['Customer Name'].describe()
# unique_cust1['unique']
print('Number of unique customer is ',unique_cust1['unique'])
```

Number of unique customer is 686

## 2 Time-based Analysis:

### 2.1 1. What is the average time taken to ship orders?

```
[5]: time_taken = df['Ship Date'] - df['Order Date']
      print(time_taken)
     0
            4 days
     1
            5 days
     2
            5 days
     3
            5 days
     4
            5 days
     3198
           4 days
     3199
          5 days
     3200 5 days
     3201
            5 days
     3202
            5 days
     Length: 3203, dtype: timedelta64[ns]
[55]: avg = np.mean(time_taken)
      print(avg)
     3 days 22:19:17.664689353
```

4

```
5
     1
     2
             5
     3
             5
     4
             5
             . .
     3198
             4
     3199
             5
     3200
             5
     3201
             5
     3202
             5
     Length: 3203, dtype: int64
[15]: avg = np.mean(time_taken)
      # print(avg)
      avg_round = np.round(avg) #to round over.
      print('Average time taken to ship order is ',avg_round,' days')
```

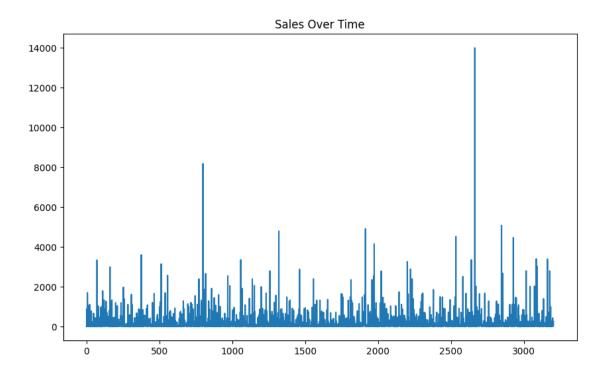
Average time taken to ship order is 4.0 days

### 2.2 2. Are there any trends or patterns in sales over time?

```
[14]: df['Order Date'] = pd.to_datetime(df['Order Date'])
    df.set_index('Order Date',inplace=True)
[3]: import matplotlib.pyplot as plt
```

```
[3]: import matplotlib.pyplot as plt

plt.figure(figsize=(10,6))
plt.plot(df['Sales'])
plt.title('Sales Over Time')
plt.show()
```



## 2.3 3. Which month has the highest sales?

```
[18]: df['Month'] = df['Order Date'].dt.month
      df['Month']
[18]: 0
              6
      1
              6
      2
              6
      3
              6
      4
              6
             . .
      3198
              9
      3199
              2
      3200
              2
      3201
              2
      3202
              5
      Name: Month, Length: 3203, dtype: int32
[19]: monthly_sales = df.groupby('Month')['Sales'].sum()
      print(monthly_sales)
      # type(monthly_sales)
      print(sorted(monthly_sales,reverse = True))
      # sorted(monthly_sales,reverse = True)
```

```
Month
     1
            24918.6190
     2
            16268.6150
     3
            73023.7390
     4
            41966.5850
     5
            45320.8745
     6
            48519.5455
     7
            64706.8940
     8
            62674.3280
     9
            81618.4605
     10
            57436.7980
            93068.8225
     11
     12
           115934.5435
     Name: Sales, dtype: float64
     [115934.5435, 93068.8225, 81618.4605, 73023.739, 64706.894, 62674.328,
     57436.798, 48519.5455, 45320.8745, 41966.585, 24918.619, 16268.615]
[20]: highest_sales_month = monthly_sales.idxmax()
      # print(highest_sales_month)
      print(monthly_sales.idxmax())
     12
[21]: # it reverse a pandas series
      monthly_sales.iloc[::-1]
[21]: Month
      12
            115934.5435
      11
             93068.8225
      10
             57436.7980
      9
             81618.4605
             62674.3280
      8
      7
             64706.8940
      6
             48519.5455
      5
             45320.8745
      4
             41966.5850
      3
             73023.7390
      2
             16268.6150
      1
             24918.6190
      Name: Sales, dtype: float64
[22]: # suppose i want to show the highest sale month as well as the amount.
      max_sale = monthly_sales.max()
      max_sale = np.round(max_sale,2)
      print("Highest sale month is ",highest_sales_month," and the sale amount⊔
       →is",max sale)
```

Highest sale month is 12 and the sale amount is 115934.54

## 3 Customer Analysis:

## 3.1 1. Who are the top 5 customers based on total sales?

```
[23]: top5cust = df.groupby(df['Customer Name'])['Sales'].sum()
      print(top5cust)
     Customer Name
     Aaron Bergman
                            309.592
     Aaron Hawkins
                           1328.124
     Aaron Smayling
                            737.028
     Adam Bellavance
                            2693.918
     Adam Hart
                            463.770
     Xylona Preis
                            660.190
     Yana Sorensen
                           5754.172
     Yoseph Carroll
                           1215.676
     Zuschuss Carroll
                           2641.089
                            306.200
     Zuschuss Donatelli
     Name: Sales, Length: 686, dtype: float64
[24]: # here we have learn how to solve.
      # var.sort_values() will sort by values and
      # var.sort_index() will sort by indexes
      sort_top5cust = top5cust.sort_values(ascending=False)
      # sort_top5cust = top5cust.sort_index()
      sort_top5cust[:5]
[24]: Customer Name
      Raymond Buch
                        14345.276
                         8472.394
      Ken Lonsdale
      Edward Hooks
                         7447.770
      Jane Waco
                         7391.530
      Karen Ferguson
                         7182.766
     Name: Sales, dtype: float64
[25]: # or we can achieve this with the help of loop
      count =0
      for Customer_Name,Sales in sort_top5cust.items():
          print(f'{Customer_Name} : {Sales}') #this is f-string, new to python.
      # print(Customer_Name,Sales)
      # print(Sales)
          count = count+1
          if count ==5:
           break
```

Raymond Buch : 14345.276

Ken Lonsdale: 8472.394 Edward Hooks: 7447.77

Jane Waco: 7391.53000000001 Karen Ferguson: 7182.766

### 2. What is the average quantity of products purchased per customer?

```
[26]: avgQuant = df.groupby(df['Customer Name'])['Quantity'].mean()
      # print(avqQuant)
      round_avgQuant = np.round(avgQuant)
      round_avgQuant
```

```
[26]: Customer Name
      Aaron Bergman
                            2.0
                            5.0
      Aaron Hawkins
      Aaron Smayling
                            4.0
      Adam Bellavance
                            3.0
      Adam Hart
                            3.0
      Xylona Preis
                            4.0
      Yana Sorensen
                            5.0
      Yoseph Carroll
                            4.0
      Zuschuss Carroll
                            3.0
      Zuschuss Donatelli
                            3.0
      Name: Quantity, Length: 686, dtype: float64
```

## Geographical Analysis

#### 4.1 1. What are the top 3 cities with the highest sales?

```
[27]: high_sale_city = df.groupby('City')['Sales'].sum()
      sort_high_sale_city = high_sale_city.sort_values(ascending=False)
      high_city = np.round(sort_high_sale_city,2)
      high_city
```

```
[27]: City
      Los Angeles
                          175851.34
      Seattle
                          119540.74
      San Francisco
                          112669.09
      San Diego
                          47521.03
                           12198.79
      Denver
                               8.29
      Billings
                               4.96
      Layton
      Auburn
                               4.18
                               3.86
      Everett
      San Luis Obispo
                               3.62
```

Name: Sales, Length: 169, dtype: float64

```
[30]: # finding the top 3
  count = 0
  for City,Sales in high_city.items():
     print(f' {City} : {Sales}')
     count = count + 1
     if count == 3:
         break
```

Los Angeles : 175851.34 Seattle : 119540.74 San Francisco : 112669.09

### 4.2 2. How does the sales distribution vary across different city?

```
[31]: # top 10 cities
top10_high_city = high_city[:10]
top10_high_city
```

[31]: City Los Angeles 175851.34 Seattle 119540.74 San Francisco 112669.09 San Diego 47521.03 Denver 12198.79 Phoenix 11000.26 North Las Vegas 9801.00 Anaheim 7986.87 Fresno 7888.53 Sacramento 7311.28 Name: Sales, dtype: float64

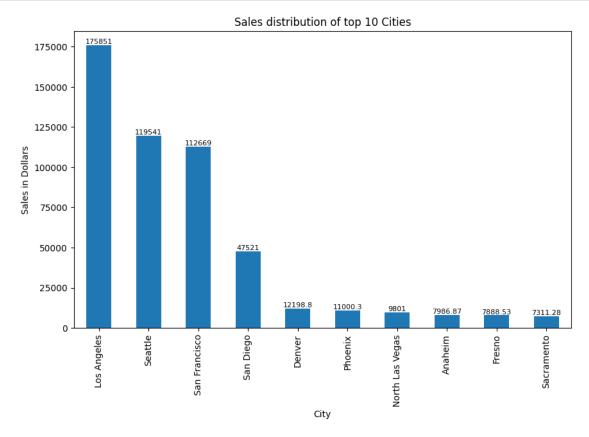
```
[32]: # least 10 cities
least10_high_city = high_city[::-1][:10]
least10_high_city
```

[32]: City San Luis Obispo 3.62 Everett 3.86 Auburn 4.18 Layton 4.96 Billings 8.29 Lewiston 9.58 Antioch 19.44 Loveland 20.96 Dublin 22.00

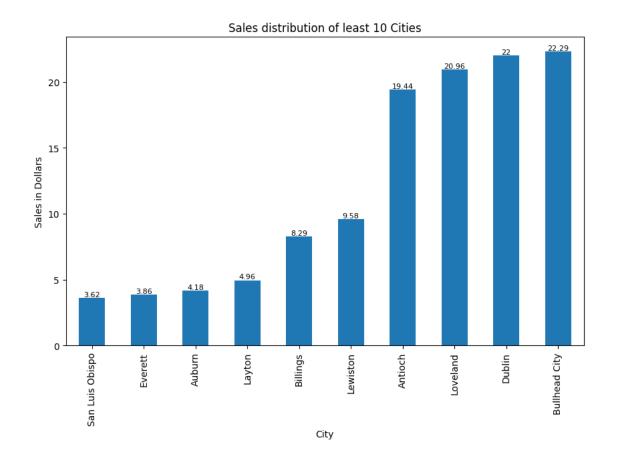
Bullhead City 22.29 Name: Sales, dtype: float64

```
[34]: import matplotlib.pyplot as plt

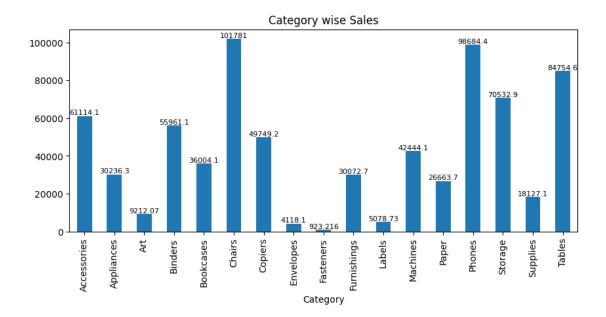
top10_high_city.plot(kind = 'bar', figsize=(10,6))
plt.title("Sales distribution of top 10 Cities")
plt.xlabel("City")
plt.ylabel("Sales in Dollars")
plt.bar_label(plt.gca().containers[0],fontsize=8)
plt.show()
```



```
[36]: least10_high_city.plot(kind = 'bar', figsize=(10,6))
   plt.title("Sales distribution of least 10 Cities")
   plt.xlabel("City")
   plt.ylabel("Sales in Dollars")
   plt.bar_label(plt.gca().containers[0],fontsize=8)
   plt.show()
```



## 4.3 3.Is there any correlation between the category and the products sold?



To convert a categorical variable like 'Product Category' into a numerical format suitable for correlation analysis, you can use one-hot encoding or label encoding. Both methods have their use cases, but for correlation analysis, label encoding is more straightforward and commonly used.

Label Encoding - Label encoding assigns each unique category in the 'Product Category' column a unique integer. This is useful for ordinal variables where the order matters. However, it's important to note that label encoding can introduce a false sense of order if the categories are not ordinal.

```
[40]: #import LabelEncoder
from sklearn.preprocessing import LabelEncoder

# Initialize the LabelEncoder
le = LabelEncoder()

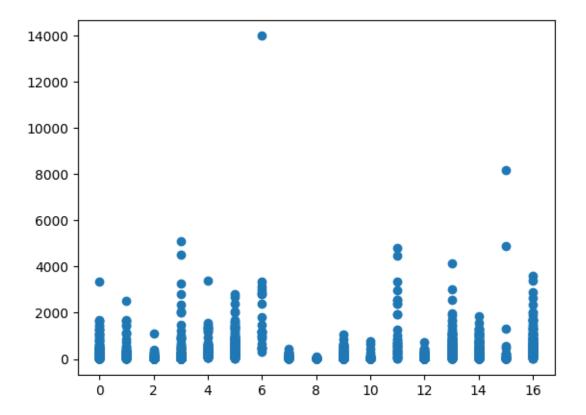
# Apply label encoding to the 'Product Category' column
df['Product Category Encoded'] = le.fit_transform(df['Category'])

correlation = df['Product Category Encoded'].corr(df['Sales'])
```

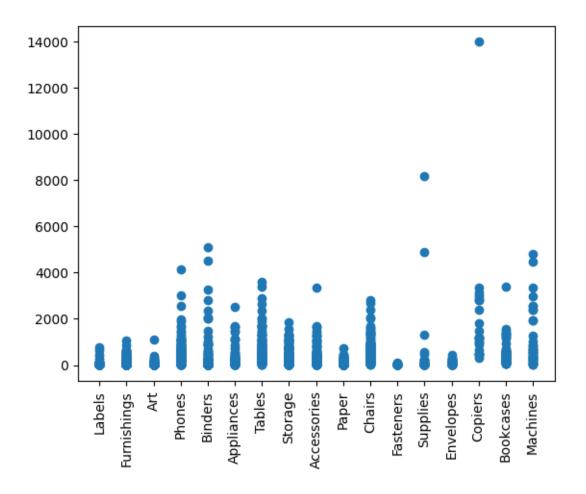
[40]: 0.07649638020563898

```
[61]: plt.scatter(df['Product Category Encoded'],df['Sales'])
```

[61]: <matplotlib.collections.PathCollection at 0x2a5d6124110>



```
[44]: plt.scatter(df['Category'],df['Sales'])
   plt.xticks(rotation=90)
   plt.show()
```



## 5 Product Analysis:

#### 5.1 1. What are the top 5 selling products based on quantity and sales?

```
[62]: # Top 5 selling product bases on Sales
  top5_prod_sale = df.groupby('Product Name')['Sales'].sum()
  # top5_prod_sale[::-1][:5]
  top5_prod_sale = top5_prod_sale.sort_values(ascending=False)
  top5_prod_sale = top5_prod_sale[:5]
  top5_prod_sale
  # type(top5_prod_sale)
```

```
[62]: Product Name
Canon imageCLASS 2200 Advanced Copier
13999.960
High Speed Automatic Electric Letter Opener
13100.240
Global Troy Executive Leather Low-Back Tilter
```

10019.600

Fellowes PB500 Electric Punch Plastic Comb Binding Machine with Manual Bind

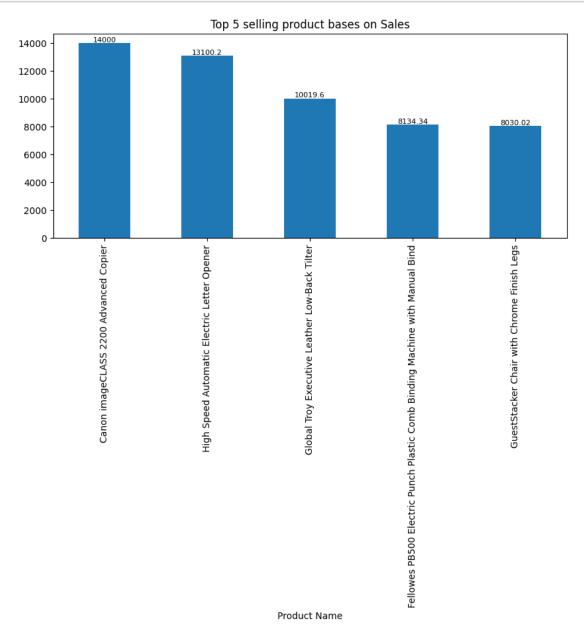
8134.336

GuestStacker Chair with Chrome Finish Legs

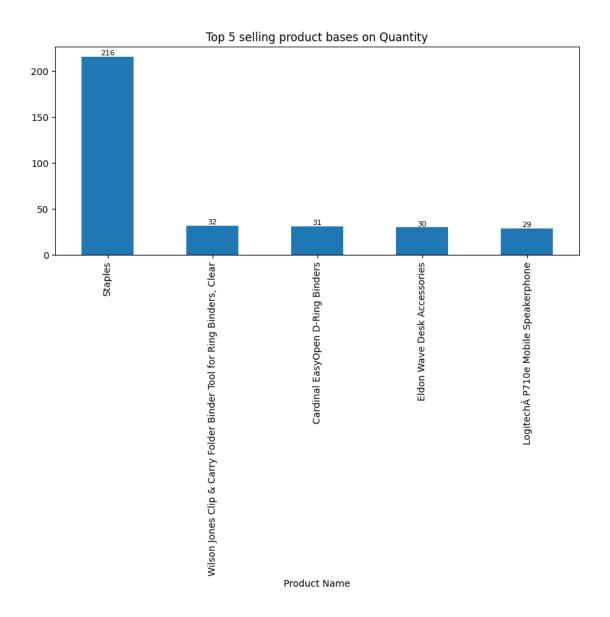
8030.016

Name: Sales, dtype: float64

```
[63]: top5_prod_sale.plot(kind = 'bar', figsize =(10,4))
plt.bar_label(plt.gca().containers[0],fontsize=8)
plt.title("Top 5 selling product bases on Sales")
plt.show()
```



```
[54]: # Top 5 selling product bases on Quantity
      top5_prod_sale_qunty = df.groupby('Product Name')['Quantity'].sum()
      top5_prod_sale_qunty = top5_prod_sale_qunty.sort_values(ascending=False)
      top5_prod_sale_qunty = top5_prod_sale_qunty[:5]
      top5_prod_sale_qunty
[54]: Product Name
     Staples
                                                                              216
     Wilson Jones Clip & Carry Folder Binder Tool for Ring Binders, Clear
                                                                               32
      Cardinal EasyOpen D-Ring Binders
                                                                               31
      Eldon Wave Desk Accessories
                                                                               30
     Logitech P710e Mobile Speakerphone
                                                                               29
      Name: Quantity, dtype: int64
[64]: top5_prod_sale_qunty.plot(kind = 'bar', figsize = (10,4))
      plt.bar_label(plt.gca().containers[0],fontsize=8)
      plt.title("Top 5 selling product bases on Quantity")
      plt.show()
```



### 5.2 2. Which product has the highest profit?

```
[56]: # top 5 profit generated products
top5_porf_prod = df.groupby('Product Name')['Profit'].sum()
top5_porf_prod = top5_porf_prod.sort_values(ascending=False)
top5_porf_prod[:5]
```

[56]: Product Name
Canon imageCLASS 2200 Advanced Copier
6719.9808
Fellowes PB500 Electric Punch Plastic Comb Binding Machine with Manual Bind
3050.3760

```
Canon PC1060 Personal Laser Copier
2267.9676

Hewlett Packard LaserJet 3310 Copier
2183.9636

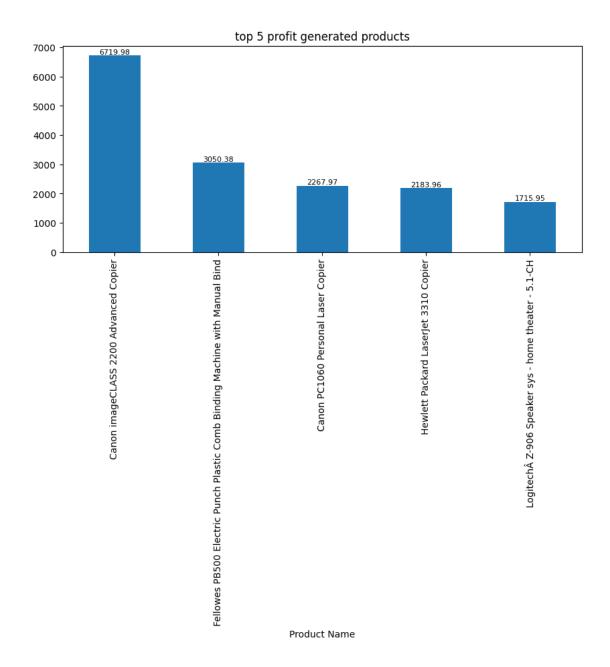
Logitech Z-906 Speaker sys - home theater - 5.1-CH
1715.9480

Name: Profit, dtype: float64

[57]: print(top5_porf_prod.idxmax(),top5_porf_prod.max())

Canon imageCLASS 2200 Advanced Copier 6719.9808

[65]: top5_porf_prod = top5_porf_prod[:5]
    top5_porf_prod.plot(kind = 'bar', figsize = (10,4))
    plt.bar_label(plt.gca().containers[0],fontsize=8)
    plt.title("top 5 profit generated products")
    plt.show()
```



# 6 Category-wise Analysis:

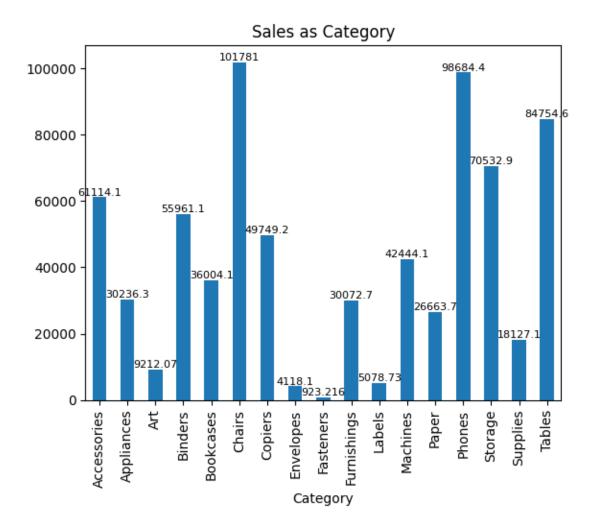
## 6.1 1. How do sales and profits vary across different product categories?

```
[67]: most_cate_sold = df.groupby('Category')['Sales'].sum()
most_cate_sold
```

[67]: Category
Accessories 61114.1160

```
Appliances
                30236.3360
Art
                 9212.0660
Binders
                55961.1130
Bookcases
                36004.1235
Chairs
               101781.3280
Copiers
                49749.2420
Envelopes
                 4118.1000
Fasteners
                  923.2160
Furnishings
                30072.7300
Labels
                 5078.7260
                42444.1220
Machines
Paper
                26663.7180
Phones
                98684.3520
Storage
                70532.8520
Supplies
                18127.1220
Tables
                84754.5620
Name: Sales, dtype: float64
```

```
[70]: most_cate_sold.plot(kind = 'bar')
   plt.bar_label(plt.gca().containers[0],fontsize=8)
   plt.title("Sales as Category")
   plt.show()
```

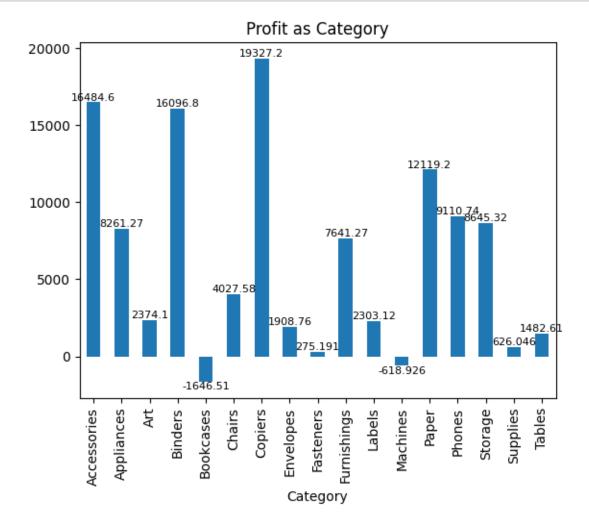


```
[74]: most_cate_prof = df.groupby('Category')['Profit'].sum()
most_cate_prof
```

#### [74]: Category Accessories 16484.5983 8261.2699 Appliances Art 2374.0970 Binders 16096.8016 Bookcases -1646.5117 Chairs 4027.5843 Copiers 19327.2351 Envelopes 1908.7624 Fasteners 275.1907 Furnishings 7641.2704 Labels 2303.1223 Machines -618.9264

Paper 12119.2364
Phones 9110.7426
Storage 8645.3222
Supplies 626.0465
Tables 1482.6073
Name: Profit, dtype: float64

```
[75]: import matplotlib.pyplot as plt
most_cate_prof.plot(kind = 'bar')
plt.bar_label(plt.gca().containers[0], fontsize=8)
plt.title("Profit as Category")
plt.show()
```



## 6.2 2. Which category has the highest average sales?

```
[77]: high_cate_avg = df.groupby('Category')['Sales'].mean()
      high_cate_avg = np.round(high_cate_avg)
      high_cate_avg
[77]: Category
      Accessories
                      237.0
                      222.0
      Appliances
      Art
                       37.0
      Binders
                      119.0
      Bookcases
                      450.0
      Chairs
                      492.0
      Copiers
                     1990.0
     Envelopes
                       61.0
     Fasteners
                       13.0
     Furnishings
                       99.0
     Labels
                       44.0
     Machines
                     1088.0
     Paper
                       59.0
     Phones
                      356.0
      Storage
                      265.0
      Supplies
                      263.0
      Tables
                      731.0
      Name: Sales, dtype: float64
[80]: high_cate_avg.plot(kind='bar', figsize=(10,6))
      plt.bar_label(plt.gca().containers[0], fontsize=8)
      plt.title("Average as Category")
      plt.show()
```

