

PROJECT PROPOSAL

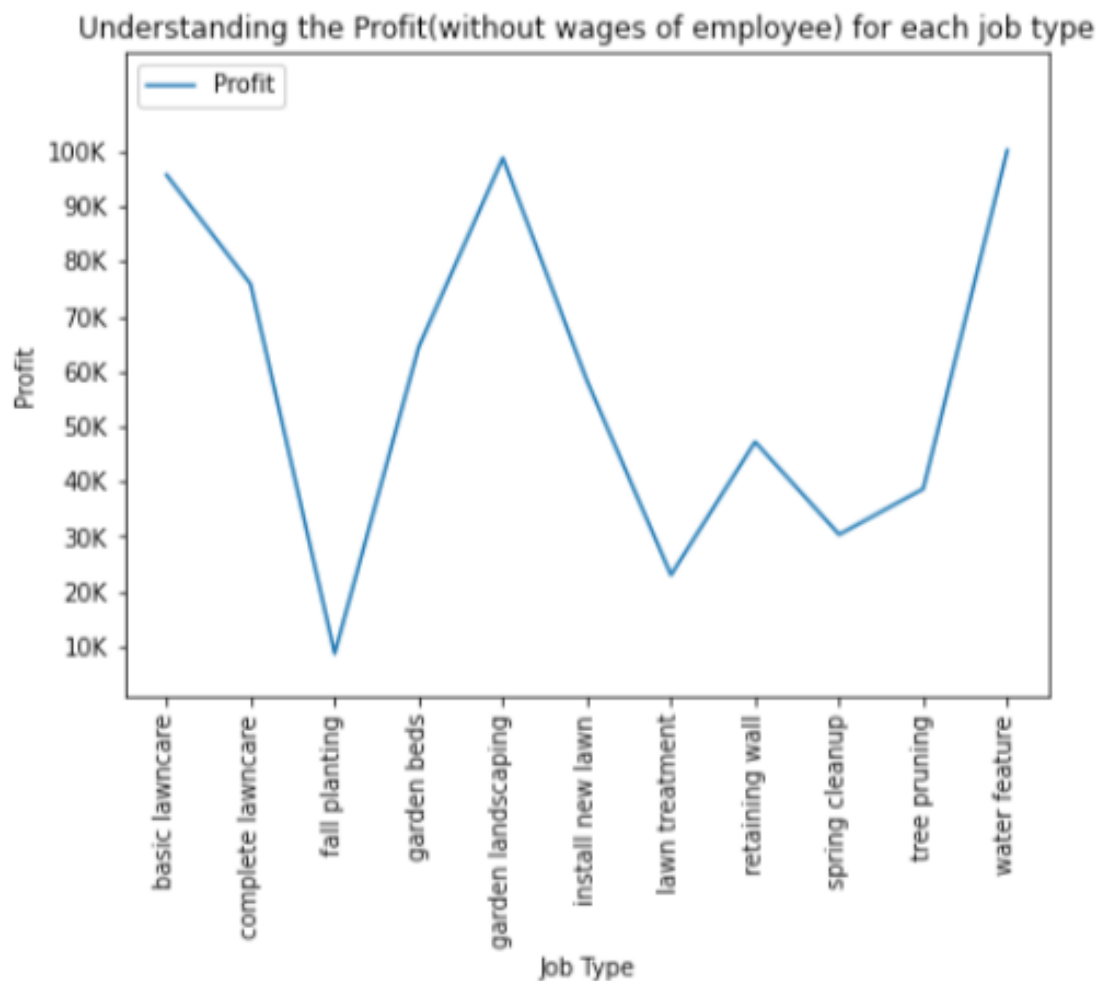
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Main goal - How can the company be improved?

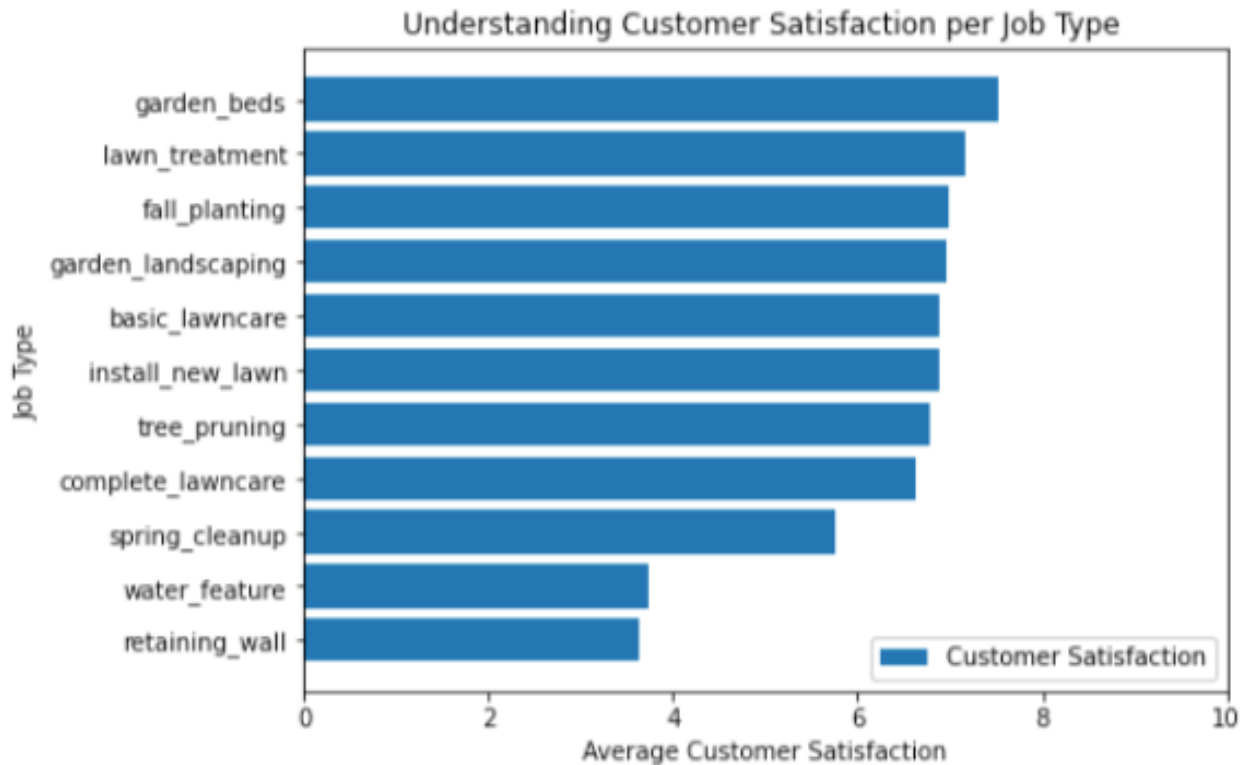
Subgoal 1 - **Promoting the jobs which are more profitable.** - After calculating the net profit, the client will be able to decide which jobs to put more effort in and which jobs to promote.

Net Profit for each job = Invoice amount - material costs - (wages of the employee for that job)

Subgoal 2 - **Improvement of the customer satisfaction.** - Satisfying the customer is a major priority so putting in more effort in those jobs which have higher customer satisfaction rate is a necessity.



The above line graph helps us to evaluate which job is more profitable (if the wages of the employees are not included). The higher the line means that the profit is high and similarly, if the line is low it means the profit is less for that job type.



The above bar graph helps us understand which job type has the highest customer satisfaction rate and which has the lowest one which can be further used to find out in which jobs the effort is supposed to be reduced.

Planned Next Steps:

1. I would be calculating the net profit using the datasets given and would be improving the line graph to plot the net profit per jobs which will help us understand which jobs are to be promoted more.
2. I would be further exploring the dataset to find if the customer satisfaction parameter is related to any parameter and if found will find out a way to see if there is a way to improve it.
3. I would be plotting the efforts of each employee i.e the employees vs the total wage of each employee and find out the number of jobs each employee has worked on using another graph.
4. I would lastly plot another graph which will help us evaluate if there is any improvement in the total revenue of the company after reducing the efforts for the jobs with lower customer satisfaction.