

In [1]:

```
import pandas as pd
import numpy as np
import seaborn as sns
import matplotlib.pyplot as plt
%matplotlib inline
```

In [2]:

```
df = pd.read_csv('Entrenamieto_ECI_2020.csv')
df = df.dropna()
df.head()
```

Out[2]:

	ID	Region	Territory	Pricing, Delivery_Terms_Quote_Appr	Pricing, Delivery_Terms_Approved	Bureaucratic_Code_0_Approval	Bureaucratic_Code_0_Approved	Submitted_for_Approval	Bureauc
0	27761	EMEA	None	1	1	1	1	0	Bureaucra
1	27760	EMEA	None	0	0	0	0	0	Bureaucra
2	27446	Americas	NW America	0	0	0	0	0	Bureaucra
3	16808	Americas	NW America	1	0	1	0	0	Bureaucra
4	16805	Americas	NW America	1	0	1	0	0	Bureaucra

5 rows x 52 columns



In [3]:

```
df_oportunidades_cerradas = df[(df.Stage == 'Closed Lost') | (df.Stage == 'Closed Won') ]
```

In [4]:

```
df_oportunidades_cerradas = df_oportunidades_cerradas.drop(df_oportunidades_cerradas.index[df_oportunidades_cerradas['Territory']  
== 'None'])  
df_oportunidades_cerradas = df_oportunidades_cerradas.drop(df_oportunidades_cerradas.index[df_oportunidades_cerradas['Account_Type'  
' ] == 'None'])  
df_oportunidades_cerradas = df_oportunidades_cerradas.drop(df_oportunidades_cerradas.index[df_oportunidades_cerradas['Source ' ] ==
```

'None']])

In [5]:

```
df_oportunidades = df_oportunidades_cerradas.drop(['Quote_Expiry_Date','Sales_Contract_No','Opportunity_Name','Pricing, Delivery_Terms_Quote_Appr','Pricing, Delivery_Terms_Approved','Bureaucratic_Code_0_Approval','Bureaucratic_Code_0_Approved','Submitted_for_Approval','Bureaucratic_Code','Prod_Category_A','Total_Taxable_Amount_Currency','Total_Taxable_Amount','Actual_Delivery_Date','Delivery_Year','Delivery_Quarter','Month','Planned_Delivery_End_Date','Last_Activity','Currency','Price','Product_Category_B','Size','Product_Type','Brand','Quote_Type'],axis=1)
```

In [20]:

```
df_oportunidades.T
```

Out[20]:

	2	3	4	5	6	7	62
ID	27446	16808	16805	16802	16799	27455	18557
Region	Americas	Americas	Americas	Americas	Americas	Americas	EMEA
Territory	NW America	NW America	NW America	NW America	NW America	NW America	Italy
Account_Created_Date	4/21/2015	7/27/2013	7/27/2013	7/27/2013	7/27/2013	4/21/2015	7/27/2013
Source	Source_7	Source_11	Source_11	Source_11	Source_11	Source_7	Source_7
Billing_Country	United States	United States	United States	United States	United States	United States	Italy
Account_Name	Account_Name_1794	Account_Name_1201	Account_Name_1201	Account_Name_1201	Account_Name_1201	Account_Name_1794	Account_Name_1067
Opportunity_ID	2	3	4	5	6	7	19
Account_Owner	Person_Name_64	Person_Name_8	Person_Name_8	Person_Name_8	Person_Name_8	Person_Name_64	Person_Name_2
Opportunity_Owner	Person_Name_8	Person_Name_8	Person_Name_8	Person_Name_8	Person_Name_8	Person_Name_8	Person_Name_39
Account_Type	Account_Type_5	Account_Type_5	Account_Type_5	Account_Type_5	Account_Type_5	Account_Type_5	Account_Type_0
Opportunity_Type	Opportunity_Type_1	Opportunity_Type_19	Opportunity_Type_19	Opportunity_Type_19	Opportunity_Type_19	Opportunity_Type_1	Opportunity_Type_7
Delivery_Terms	Delivery_Terms_4	Delivery_Terms_1	Delivery_Terms_1	Delivery_Terms_1	Delivery_Terms_4	Delivery_Terms_4	Delivery_Terms_2
Opportunity_Created_Date	12/8/2015	12/8/2015	12/8/2015	12/8/2015	12/8/2015	12/9/2015	12/9/2015
Last_Modified_Date	9/29/2016	3/27/2018	3/27/2018	3/27/2018	10/7/2016	12/9/2015	10/28/2016
Last_Modified_By	Person_Name_8	Person_Name_8	Person_Name_8	Person_Name_8	Person_Name_8	Person_Name_8	Person_Name_4
Product_Family	Product_Family_81	Product_Family_209	Product_Family_209	Product_Family_209	Product_Family_164	Product_Family_143	Product_Family_164
Product_Name	Product_Name_91	Product_Name_432	Product_Name_432	Product_Name_432	Product_Name_308	Product_Name_251	Product_Name_310
ASP_Currency	USD	USD	USD	USD	USD	USD	EUR
ASP	0.48	0.53	0.53	0.53	0.38	0.48	0.55

ASP_(converted)_Currency	USD ₂	USD ₃	USD ₄	USD ₅	USD ₆	USD ₇	USD ₈₂
ASP_(converted)	0.48	0.53	0.53	0.53	0.38	0.48	0.6221
Planned_Delivery_Start_Date	1/25/2016	2/1/2018	2/1/2018	2/1/2018	2/1/2017	1/25/2016	4/11/2016
TRF	0	14	25	28	7	0	0
Total_Amount_Currency	USD	USD	USD	USD	USD	USD	EUR
Total_Amount	83865.6	7.42188e+06	1.33572e+07	1.48383e+07	2.65949e+06	50688	259875
Stage	Closed Won	Closed Lost	Closed Lost	Closed Lost	Closed Lost	Closed Won	Closed Lost

27 rows × 6495 columns



In [21]:

```
df_final = df_oportunidades.pivot_table(index=['Region'], columns = ['Stage'], aggfunc = ['count'])
```

In [28]:

```
df_final
```

Out[28]:

Stage	count																			
	ASP		ASP_(converted)		ASP_(converted)_Currency		ASP_Currency		Account_Created_Date		...	Source		TRF		Territory		Total_Amount		
	Closed	Closed	Closed	Closed	Closed	Lost	Closed	Won	Closed	Closed	...	Closed	Closed	Closed	Closed	Closed	Won	Closed	Closed	
	Lost	Won	Lost	Won																Lost
Region																				
APAC	647	719	647	719	647	719	647	719	647	719	...	647	719	647	719	647	719	647	719	
Americas	846	990	846	990	846	990	846	990	846	990	...	846	990	846	990	846	990	846	990	
EMEA	1380	1412	1380	1412	1380	1412	1380	1412	1380	1412	...	1380	1412	1380	1412	1380	1412	1380	1412	
Japan	68	364	68	364	68	364	68	364	68	364	...	68	364	68	364	68	364	68	364	
Middle East	42	27	42	27	42	27	42	27	42	27	...	42	27	42	27	42	27	42	27	

5 rows × 50 columns



In []: