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 × 52 columns

In [3]:

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

In [33]:

```
df_oportunidades_cerradas = df_oportunidades_cerradas.drop_duplicates(['Opportunity_ID'])
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 [42]:

```
df_oportunidades = df_oportunidades_cerradas.drop(['ID','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_Amount','Total_Amount_Currency','Actual_Delivery_Date','Delivery_Year','Delivery_Quarter','Month','Planned_Delivery_End_Date','Product_Name','Product_Name','Product_Family','Last_Activity','Currency','Price','Product_Category_B','Size','Product_Type','Brand','Quote_Type'],axis=1)
```

In [43]:

```
df_oportunidades.T
```

Out[43]:

	2	3	4	5	6	7	62
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
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	USD	USD	USD	USD	USD	USD
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	2 0	3 14	4 25	5 28	6 7	7 0	62 0
Total_Taxable_Amount_Currency	USD	USD	USD	USD	USD	USD	EUR
Total_Taxable_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

24 rows × 4437 columns

In [44]:

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

In [45]:

```
df_final
```

Out[45]:

	count																			
	ASP		ASP_(converted)		ASP_(converted)_Currency		ASP_Currency		Account_Created_Date		...	Source		TRF		Territory		Total_Taxable_Am	
Stage	Closed Lost	Closed Won	Closed Lost	Closed Won	Closed Lost	Closed Won	Closed Lost	Closed Won	Closed Lost	Closed Won	...	Closed Lost	Closed Won	Closed Lost	Closed Won	Closed Lost	Closed Won	Closed Lost	Close Won
Region																			
APAC	384	466	384	466	384	466	384	466	384	466	...	384	466	384	466	384	466	384	
Americas	580	635	580	635	580	635	580	635	580	635	...	580	635	580	635	580	635	580	
EMEA	1075	860	1075	860	1075	860	1075	860	1075	860	...	1075	860	1075	860	1075	860	1075	
Japan	63	319	63	319	63	319	63	319	63	319	...	63	319	63	319	63	319	63	
Middle East	37	18	37	18	37	18	37	18	37	18	...	37	18	37	18	37	18	37	

5 rows × 44 columns

In [ ]: