**DATA OVERVIEW**

Dataset Title: Sales Dataset

Data Source: Kaggle

Data Link: https://www.kaggle.com/datasets/shantanugarg274/sales-dataset

Rows/Columns: 1,194 rows × 12 columns

**Key Variables:**

Order ID (Text): Unique order number.

Revenue (Currency): Total sale revenue (in USD).

Profit (Currency): Profit per transaction.

Quantity (Number): Units sold.

Category and Sub-Category (Text): Product type.

Payment Mode (Text): Payment Method used.

Order Date (Date): Transaction Date.

Customer Name, State, City (Text): Location and customer info.

Year-Month (Text): Transaction Month and year.

**RESEARCH QUESTIONS**

1. What is the sales trend over the years?
2. What is the relationship between revenue and profit in each State?
3. What is the contribution of each category to the overall profit?

**DATA CLEANING SUMMARY**

Checked for missing, duplicate rows and blank cells (none found).

Checked for possible Outliers and Typographical errors.

Verified data types:

* Dates were converted to Excel date format.
* Changed Revenue, Profit and Quantity to Number format.

Created a new column for Year from Year-Month.

Sorted data by Category and Profit for comparison.

Text entries such as category names and payment modes were standardized for consistency.