

(Question 2) Scenario 1: I would look at Diagnostic Analyses because the marketing team is not just asking what happened, but also what is causing the drop in sales (why). Merely comparing the sales year to year would not help to explain WHY sales went down this year.

Scenario 2: I would use Prescriptive Analyses in this case. I would have to predict what games would be best for what locations, but also weighing the shipping costs I would use predictions to help the company figure out what exactly to do in this situation, which is what Prescriptive Analyses do.

Scenario 3: Since the GameCo Executive is only looking for sales and how they vary by month of the year, a Descriptive Analysis would suffice. The Executive is merely asking for specific data and that is why Descriptive Analysis covers exactly that.

Scenario 4: Predictive analysis would make the most sense for the Olympic Games. For the operations team, I would be looking at the sales of sports games before, during, and after the Olympics Games of the past (Descriptive analysis) in order to predict (Predictive) how the sales would be for the upcoming games.

(Question 3) Scenario 1: Univariate analysis. Descriptive statistics

Scenario 2: Multivariate analysis. Inferential statistics.

Scenario 3: Univariate analysis. Descriptive statistics

Scenario 4: Univariate analysis. Descriptive statistics

(Question 4) Scenario 1: One aspect to look at is whether puzzle game sales are down for GameCo due to the rise of App games that are available from Apple and from Facebook. So one question is: What have the sales for puzzle games been for the last few years? Are sales for any other Genre of game down for GameCo?

How many new puzzle games have come out the last few years? Answers to these questions might help focus in on why puzzle game sales have gone down, and how GameCo might be able to turn that around.

Scenario 2: What are the Top 5 (or Top 10 or Top 20) sales for games in each city?

What cities are the Top 5 (or Top 10 or Top 20) games most popular in?

What are the shipping rates for each city? The answers would show the differences in taste each city has and help determine which games would sell better in which areas.

Scenario 3: What are the sales by month of the past few years? What are the biggest selling weeks of the year? What reasons/events/holidays cause months with bigger sales? The answers to these questions would help determine how much product to order for each month of the year to fulfill demand.

Scenario 4: What were the sales like before/during/and after the previous Olympics?

How different were those sales from years without Olympics?

What sports may be more or less popular for the upcoming Olympics? The answers to these questions would prepare GameCo for how many games to produce to fulfill demand and for which games they may advertise for or debut to create excitement and raise sales.