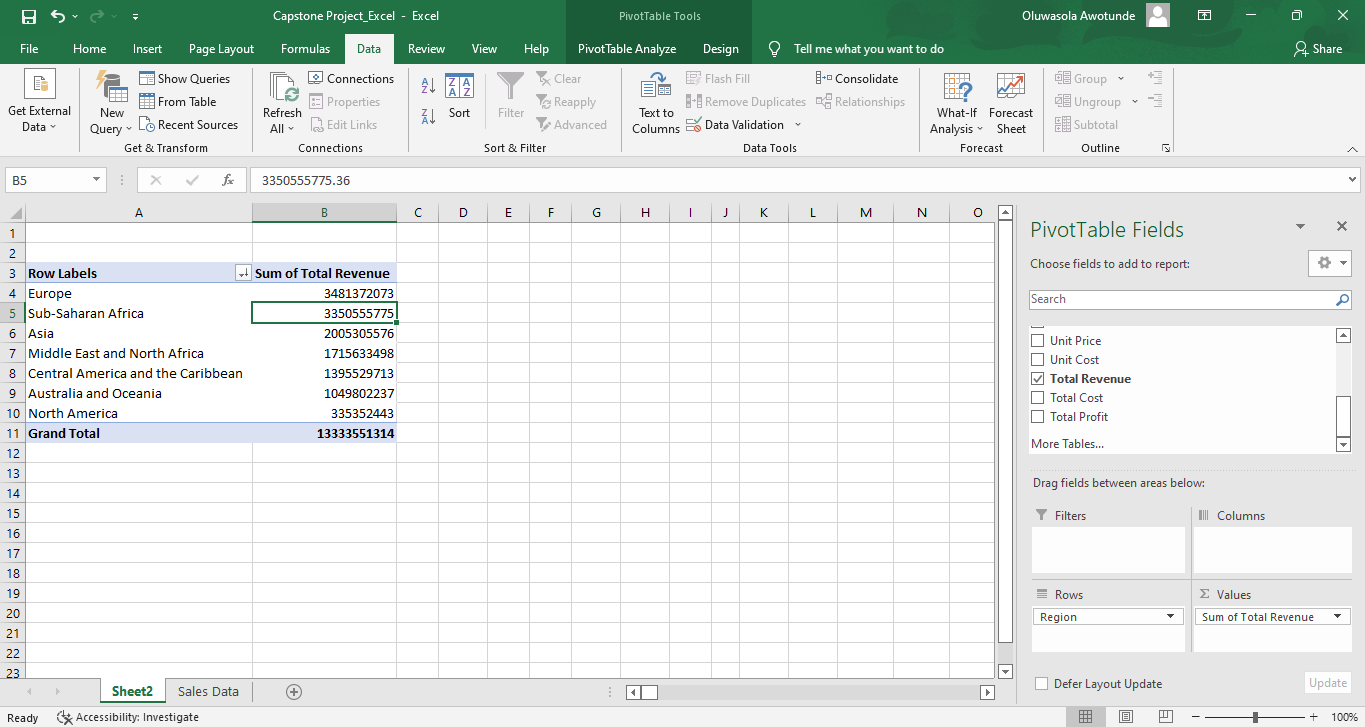
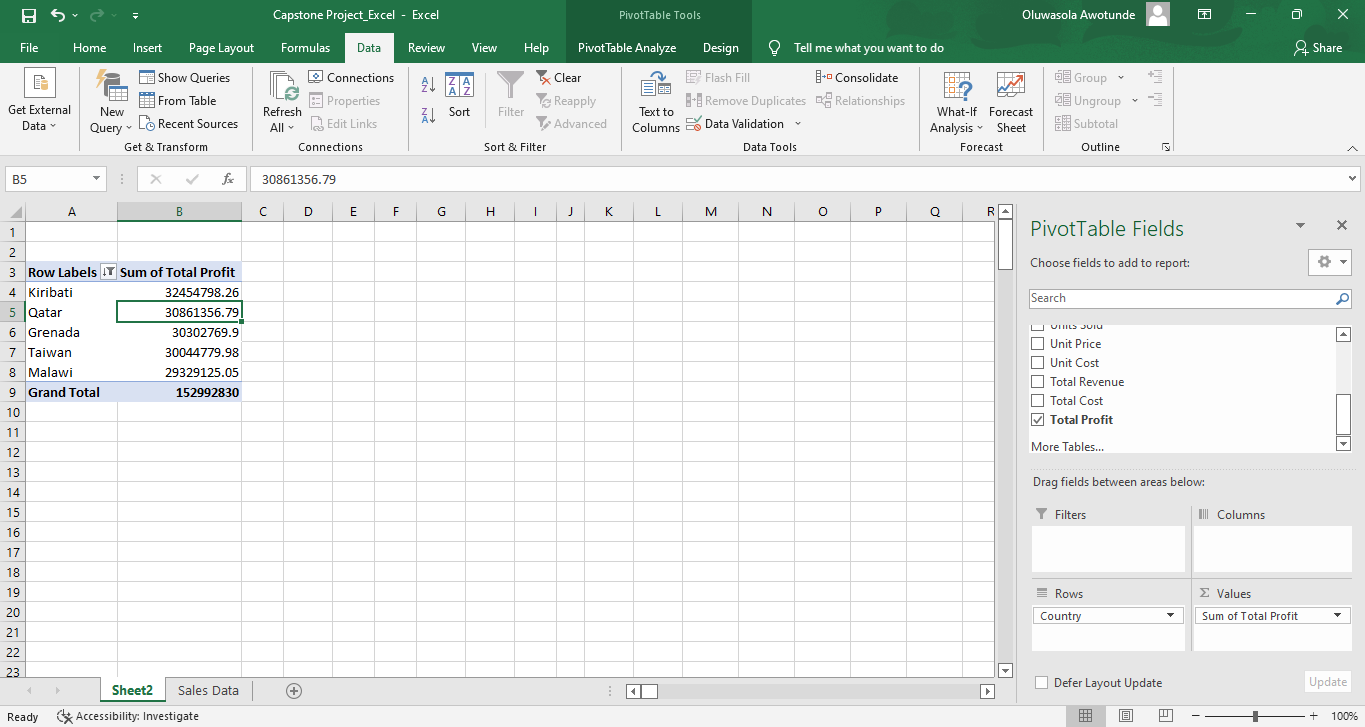
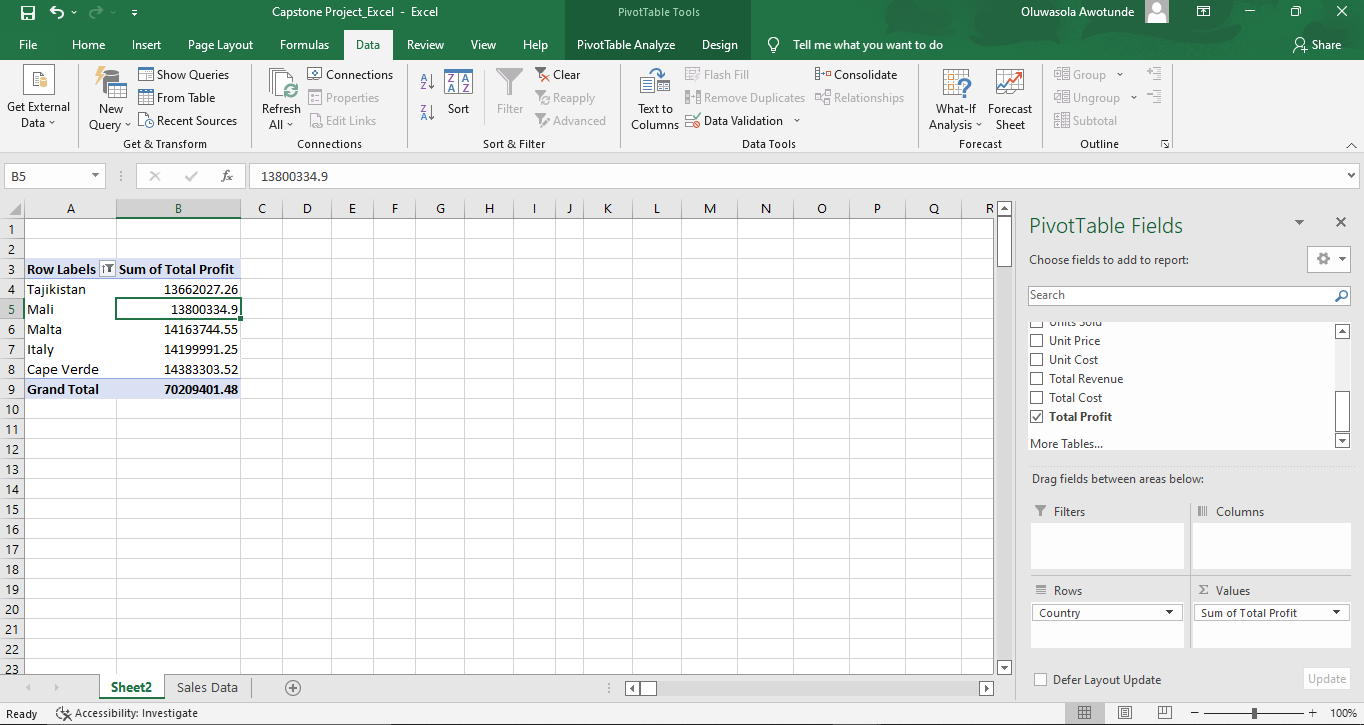
Using Pivot tables and charts, perform the following tasks.

1. Which Region raked in the most Revenue?



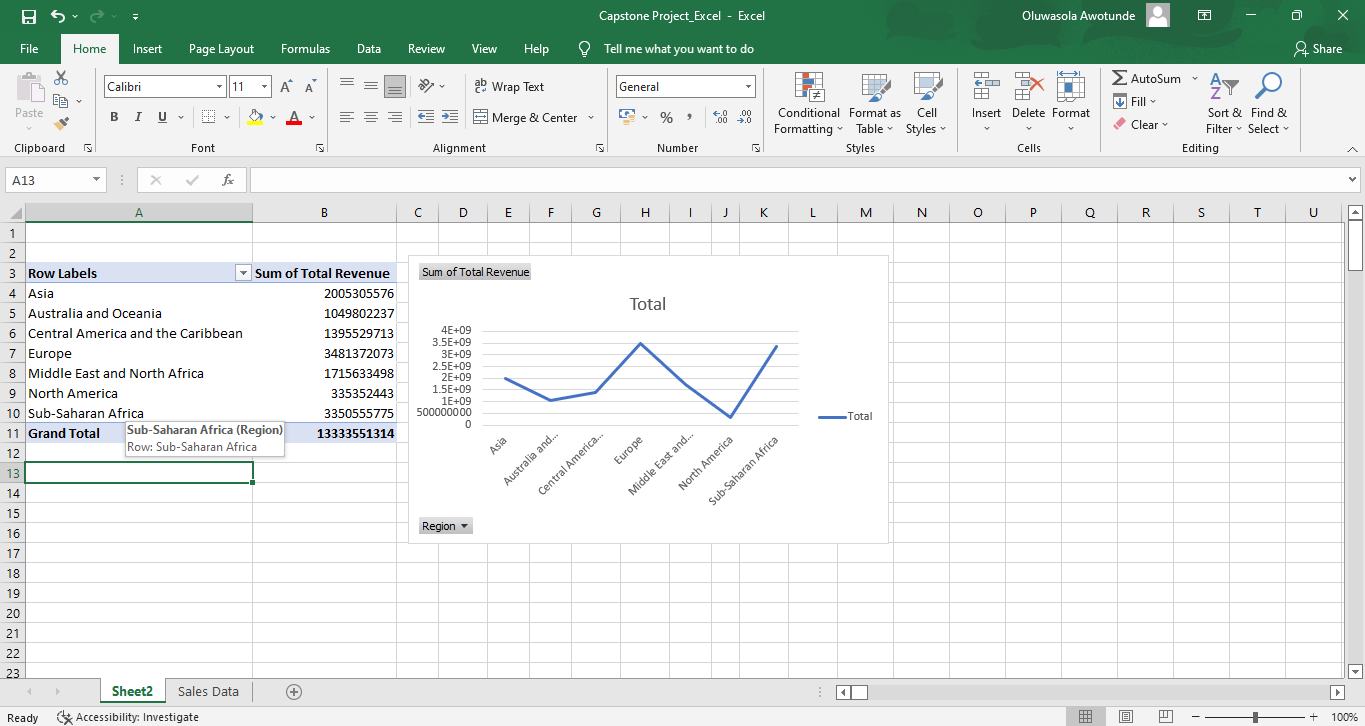
2. Who are the top five and bottom five Countries, based on profit?





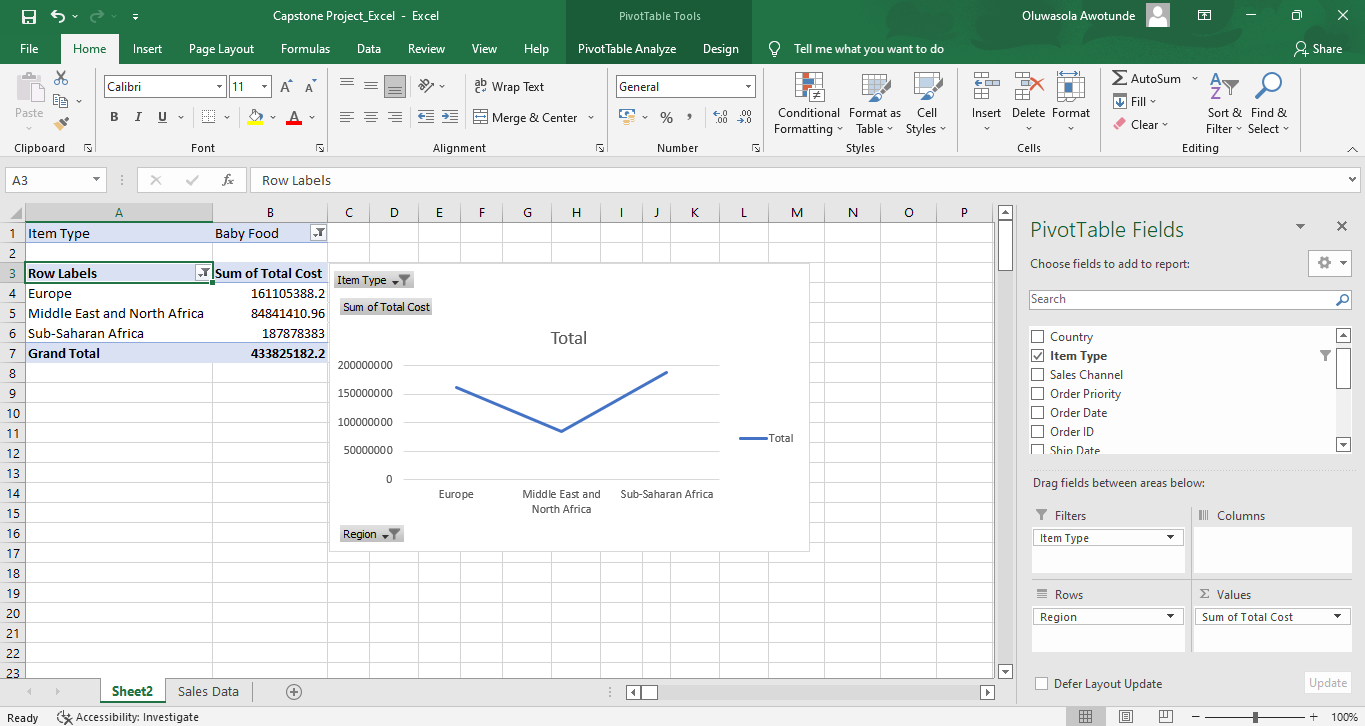
3. Display a line Chart of the Revenue by Region across the years, what was the

difference between the highest and lowest Regions.

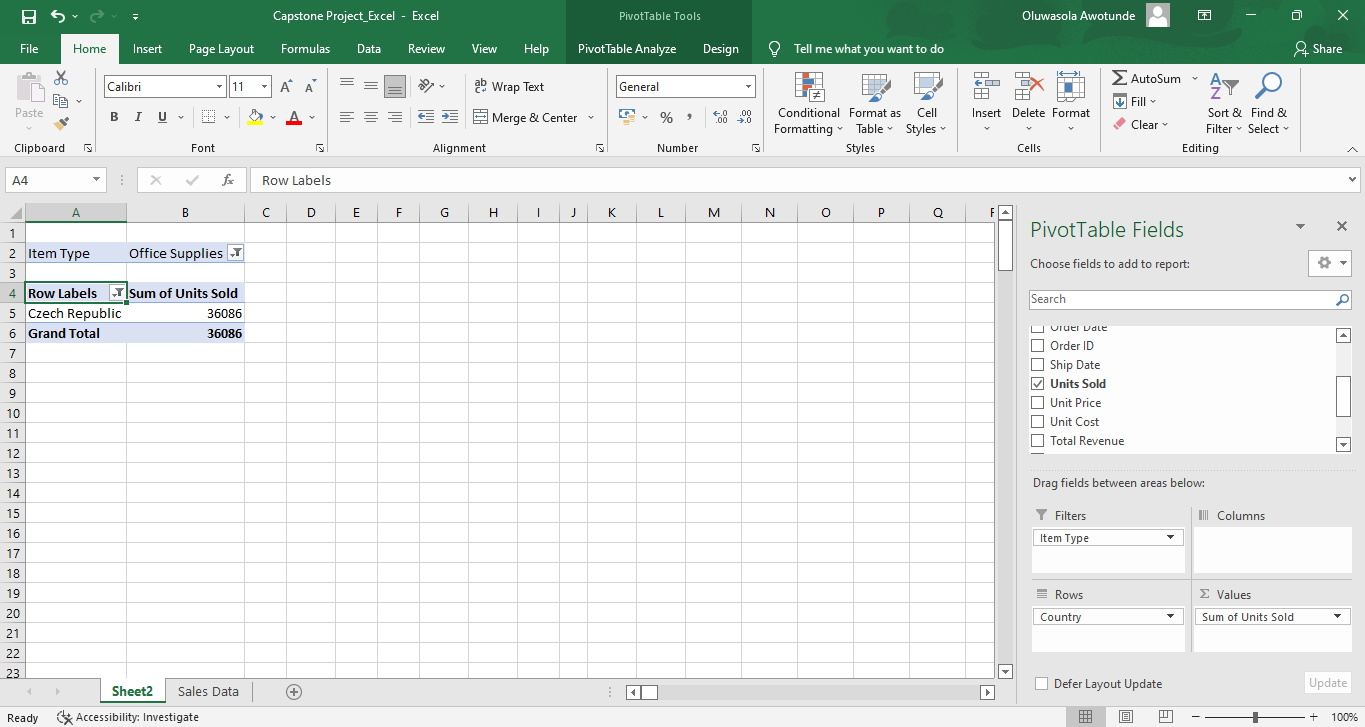


4. Compare the total cost of Baby Food items purchased by Africans and

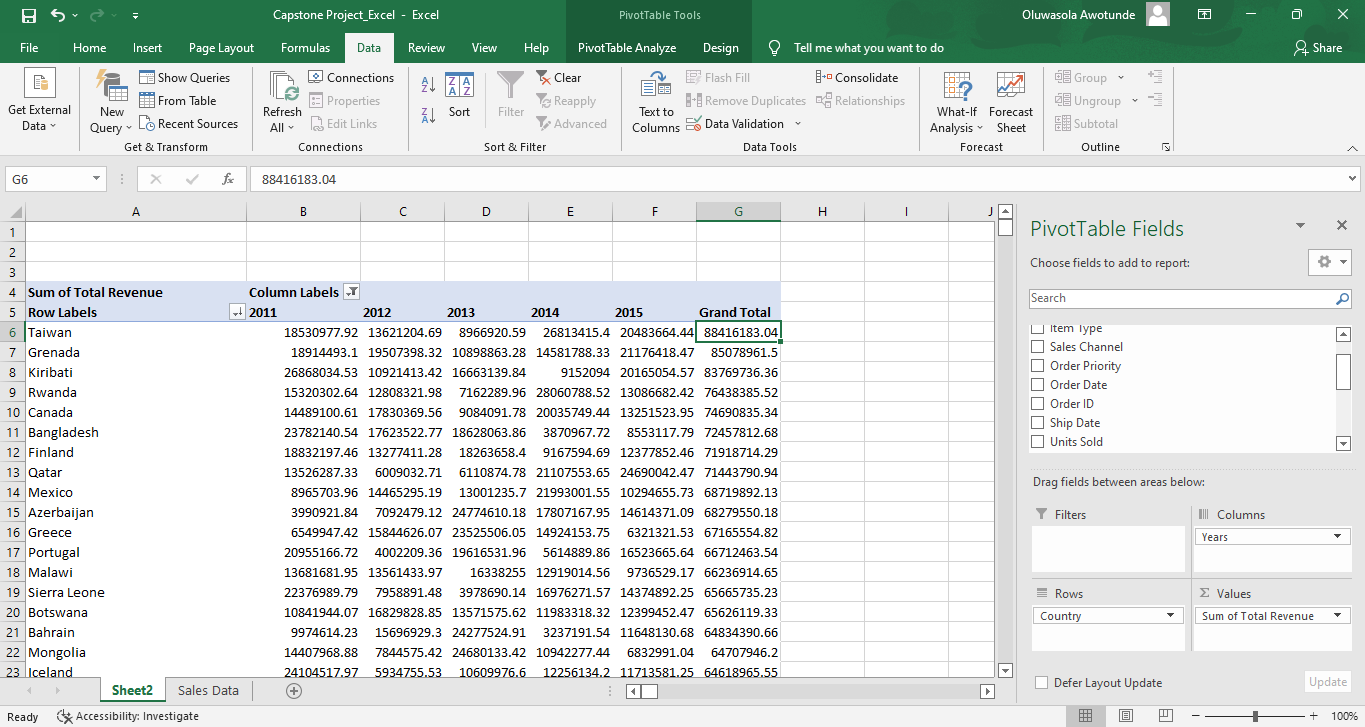
Europeans.



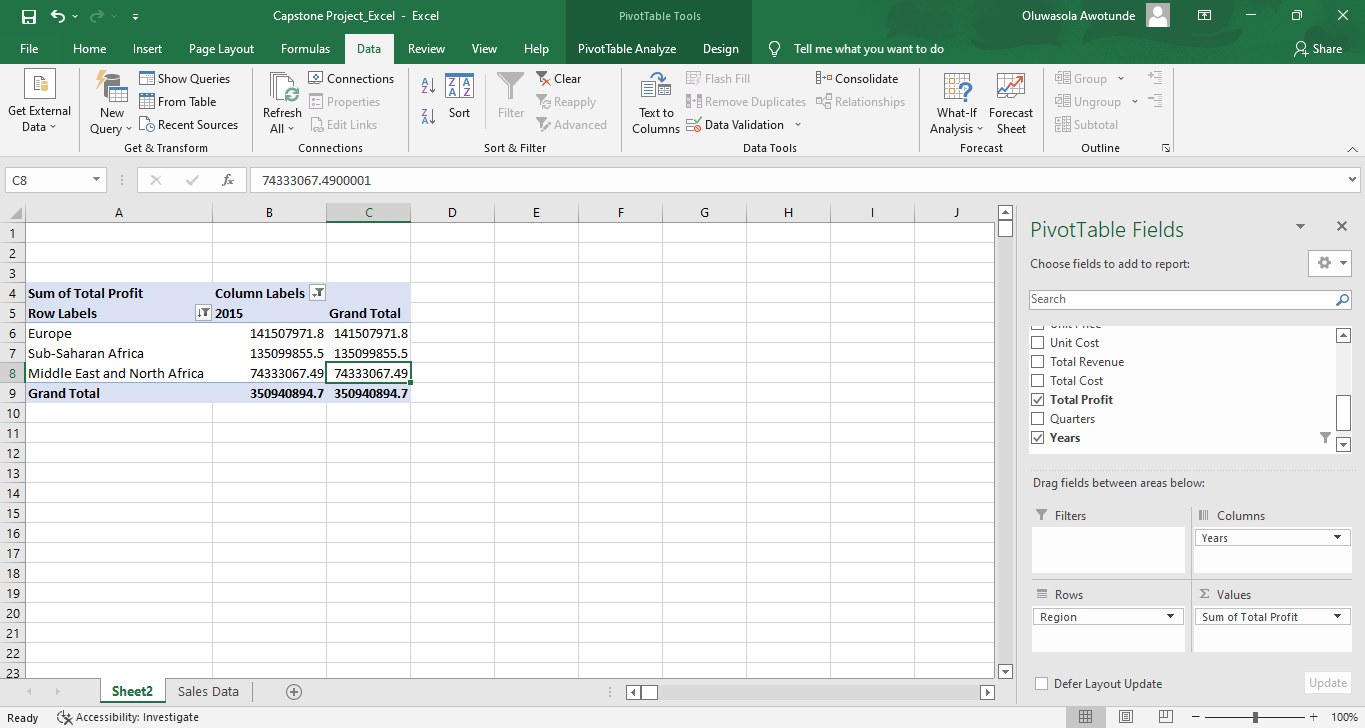
5. How many units of office supplies was sold to the Czech Republic?



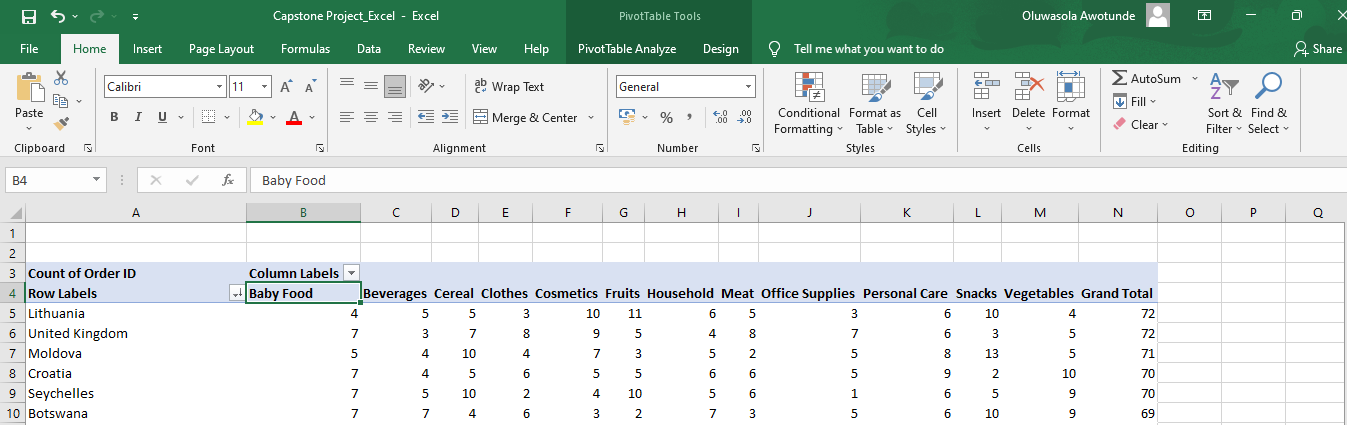
6. Which Country brought in the most Revenue between 2011 -2015?



7. Which Region was the most profitable in 2015?



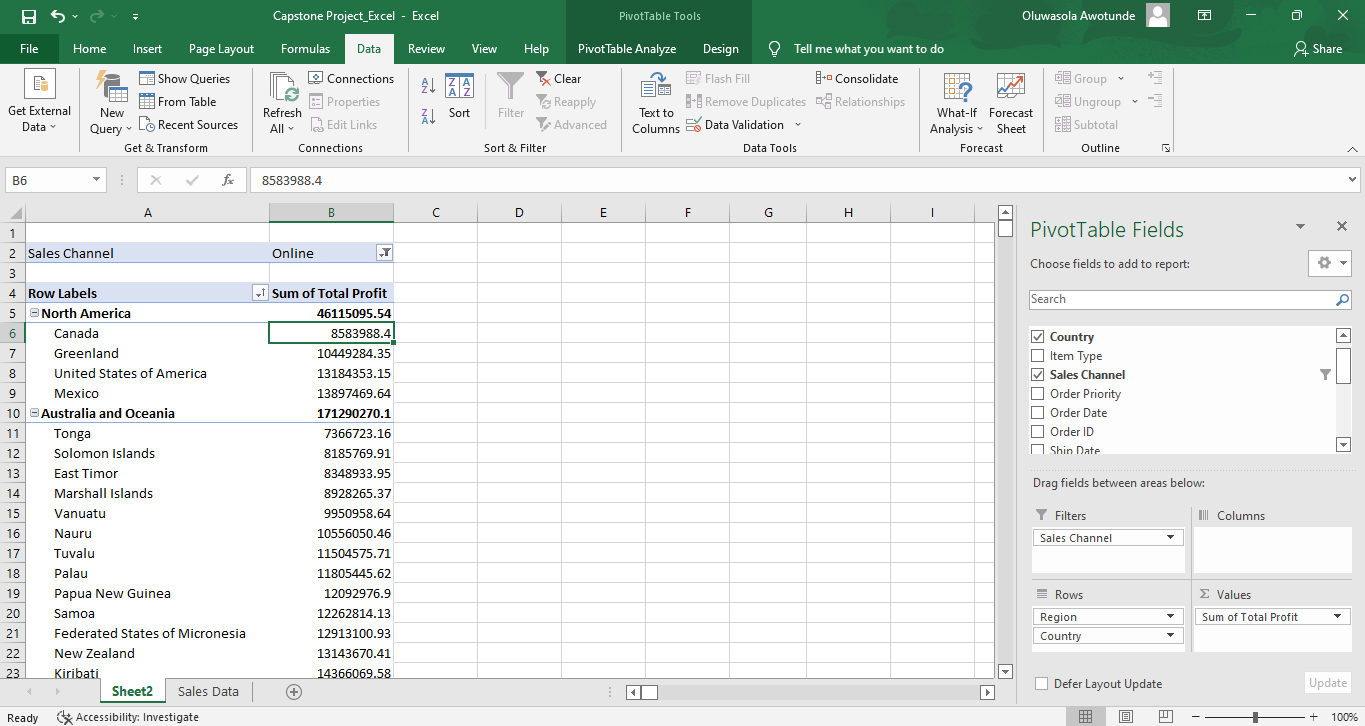
8. Which Country ordered the most item and what item did they order the most?



9. Which Region, and in turn Country was the least profitable through the Online

Sales Channel? Give hypothetical reasons why you think they performed poorly

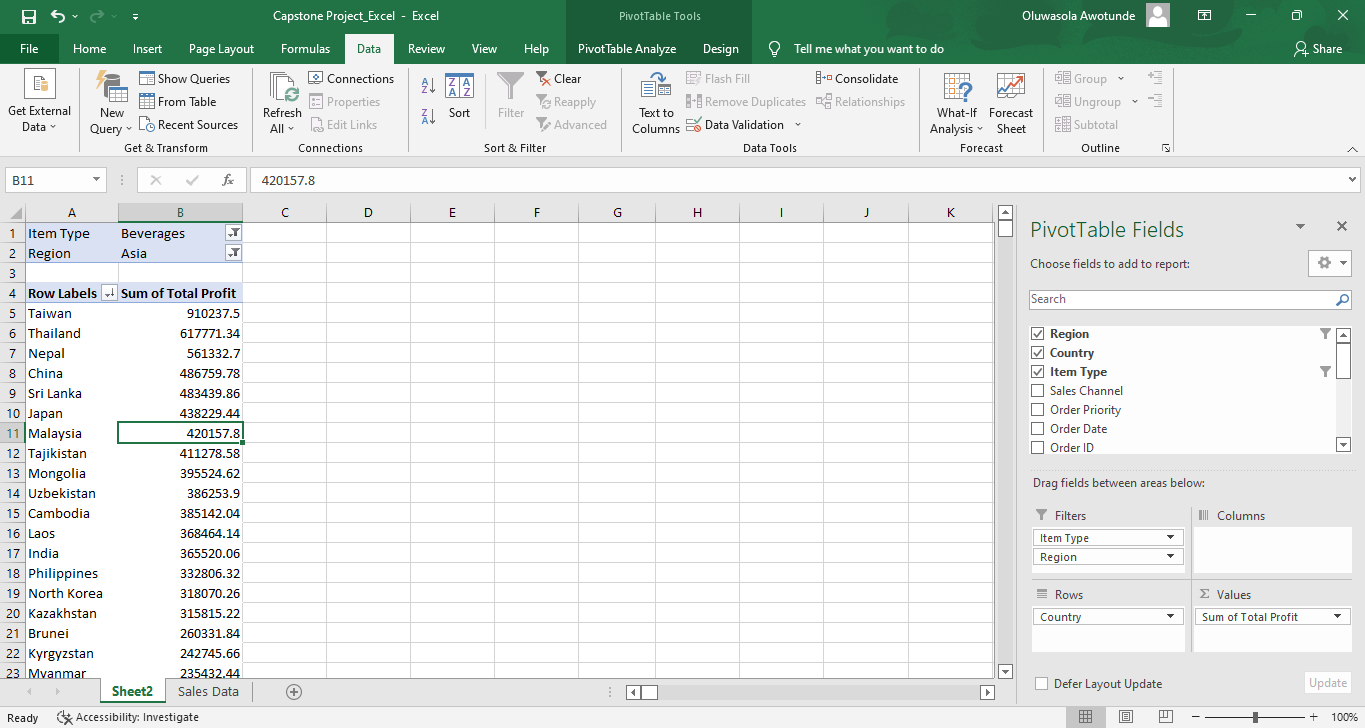
through Online channel.



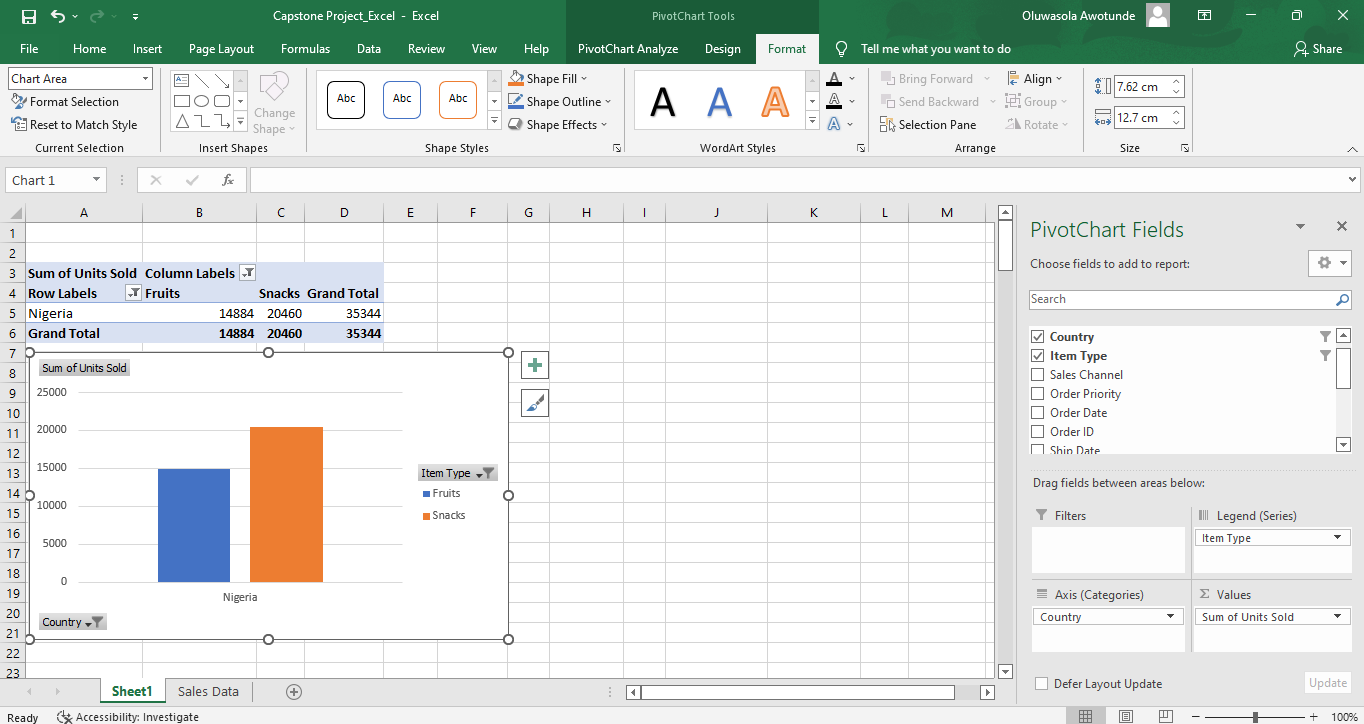
I believe this is so because it was a lot cheaper for countries in North America; especially in Canada, to buy items offline than online, leading to less profit being made through the online platforms.

10. From which Asian Country did we get the most Profit in the Beverages item

Type?



11. Compare the units of Fruits sold to Nigeria to the units of Snacks sold.



12. Looking at the data, what can you advise the Management to do to increase

patronage from the bottom five Countries?

Cosmetics generated the most revenue from the bottom five countries. The Management could increase advertising and marketing of cosmetics over the other items to those countries.