**📊 Dataset Overview**

This dataset captures **Microsoft Financial Dataset** across different countries, market segments, and time periods. It is structured to provide insights into product performance, pricing strategies, and profitability.

**🧩 Column-wise Explanation**

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| **Column Name** | **Description** |
| **Segment** | The market segment targeted for the sale (e.g., Government, Midmarket). |
| **Country** | The country where the sale occurred. |
| **Product** | The product sold (e.g., Carretera). |
| **Discount Band** | The discount category applied to the sale (e.g., None, Low, Medium, High). |
| **Units Sold** | The number of product units sold in the transaction. |
| **Manufacturing Price** | The cost to manufacture one unit of the product. |
| **Sale Price** | The price at which one unit of the product was sold. |
| **Gross Sales** | Total revenue before discounts: Units Sold × Sale Price. |
| **Discounts** | Total discount amount applied to the gross sales. |
| **Sales** | Net sales after discounts: Gross Sales - Discounts. |
| **COGS** | Cost of Goods Sold: Units Sold × Manufacturing Price. |
| **Profit** | Net profit: Sales - COGS. |
| **Date** | The date of the transaction. |
| **Month Number** | Numeric representation of the month (1 = January , 12 = December). |
| **Month Name** | Name of the month of the transaction. |
| **Year** | Year of the transaction. |