

Sales Data Analysis:

1. What is the average processing time (in days) between order date and ship date?
2. Which customer has placed the highest number of orders, and what is the total sales amount for this customer?
3. Create a summary of sales performance by category, including total sales, average sales per order, and profit margin (profit divided by sales).
4. Identify the top 5 best-selling products based on quantity sold, and analyse their sales trends over time.
5. Calculate the total sales and profit for each state, and rank the states by profitability.
6. Investigate the relationship between sales and quantity sold using a scatter plot. Is there a clear correlation between these variables?
7. Analyse the seasonality of sales by month. Are there any particular months that consistently have higher or lower sales volumes?
8. Determine the average order value (sales divided by quantity) for each category of products. Which category has the highest average order value?
9. Perform a trend analysis on profit over time. Are there any noticeable trends or patterns in profit margins?
10. Are there any correlations between the quantity of products sold and the profit earned? If yes, what is the nature of this correlation?