



Sales Person	Geography	Product	Amount	Units	Cost Per Unit	Total Cost
Ram Mahesh	New Zealand	70% Dark Bites	\$1,624	114	₹ 14.49	1,651.86
Brien Boise	USA	Choco Coated Almonds	\$6,706	459	₹ 8.65	3,970.35
Husein Augar	USA	Almond Choco	\$959	147	₹ 11.88	1,746.36
Carla Molina	Canada	Drinking Coco	\$9,632	288	₹ 6.47	1,863.36
Curtice Advani	UK	White Choc	\$2,100	414	₹ 13.15	5,444.10
Ram Mahesh	USA	Peanut Butter Cubes	\$8,869	432	₹ 12.37	5,343.84
Curtice Advani	Australia	Smooth Sliky Salty	\$2,681	54	₹ 5.79	312.66
Brien Boise	USA	After Nines	\$5,012	210	₹ 9.77	2,051.70
Ches Bonnell	Australia	50% Dark Bites	\$1,281	75	₹ 11.70	877.50
Gigi Bohling	New Zealand	50% Dark Bites	\$4,991	12	₹ 11.70	140.40
Barr Faughny	UK	White Choc	\$1,785	462	₹ 13.15	6,075.30
Gunar Cockshoot	New Zealand	Eclairs	\$3,983	144	₹ 3.11	447.84
Husein Augar	Australia	Mint Chip Choco	\$2,646	120	₹ 8.79	1,054.80
Barr Faughny	India	Milk Bars	\$252	54	₹ 9.33	503.82
Gunar Cockshoot	USA	White Choc	\$2,464	234	₹ 13.15	3,077.10
Gunar Cockshoot	USA	Manuka Honey Choco	\$2,114	66	₹ 7.16	472.56
Curtice Advani	New Zealand	Smooth Sliky Salty	\$7,693	87	₹ 5.79	503.73
Gigi Bohling	India	Orange Choco	\$15,610	339	₹ 10.62	3,600.18
Carla Molina	India	After Nines	\$336	144	₹ 9.77	1,406.88
Barr Faughny	UK	Orange Choco	\$9,443	162	₹ 10.62	1,720.44
Husein Augar	India	Fruit & Nut Bars	\$8,155	90	₹ 6.49	584.10
Brien Boise	Australia	Fruit & Nut Bars	\$1,701	234	₹ 6.49	1,518.66

Questions

- 1 Quick statistics
- 2 Exploratory Data Analysis (EDA) with CF
- 3 Sales by country (with formulas)
- 4 Sales by country (with pivots)
- 5 Top 5 products by \$ per unit
- 6 Are there any anomalies in the data?
- 7 Best Sales person by country
- 8 Profits by product (using products table) - See column Y
- 9 Dynamic country-level Sales Report
- 10 Which products to discontinue?

1 Quick statistics

	Amount	Units
Average	4136.23	152.2
Median	3437	124.5
Min	0	0
Max	16184	525
Range	16184	525

First_Quartile	1652	54
Third_Quartile	6245.75	223.5

Total no.of Products	22
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2 Exploratory Data Analysis (EDA) with CF

Sales Person	Geography	Product	Amount	Units	Cost Per Unit	Total Cost
Curtice Advani	UK	White Choc	\$2,100	414	13.15	5,444.10
Ram Mahesh	USA	Peanut Butter Cubes	\$8,869	432	12.37	5,343.84
Barr Faughny	UK	White Choc	\$1,785	462	13.15	6,075.30
Oby Sorrel	Australia	50% Dark Bites	\$5,586	525	11.70	6,142.50
Husein Augar	India	Orange Choco	\$8,463	492	10.62	5,225.04
Barr Faughny	Canada	Organic Choco Syrup	\$798	519	16.73	8,682.87
Brien Boise	USA	Organic Choco Syrup	\$4,753	300	16.73	5,019.00
Curtice Advani	India	70% Dark Bites	\$3,402	366	14.49	5,303.34
Ram Mahesh	USA	70% Dark Bites	\$2,275	447	14.49	6,477.03
Ram Mahesh	Canada	Organic Choco Syrup	\$3,164	306	16.73	5,119.38

3 Sales by country (with formulas)

Country	Amount	Units
India	₹ 2,52,469	₹ 8,760
Canada	₹ 2,37,944	₹ 7,302
New Zealar	₹ 2,18,813	₹ 7,431
USA	₹ 1,89,434	₹ 10,158
UK	₹ 1,73,530	₹ 5,745
Australia	₹ 1,68,679	₹ 6,264

4 Sales by country (with pivots)

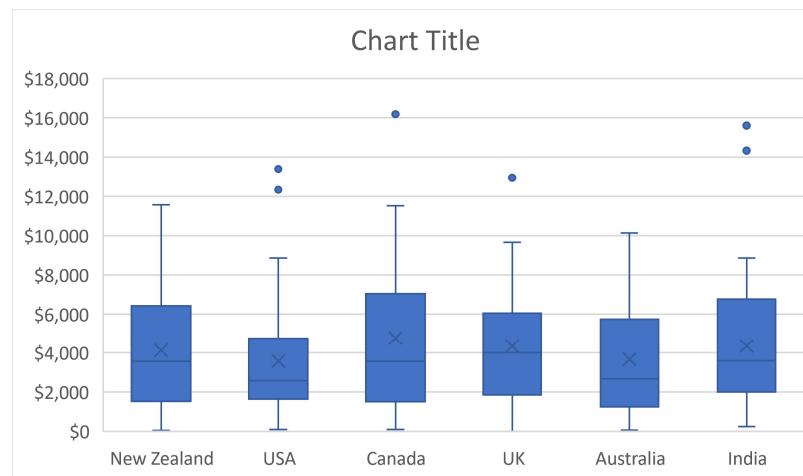
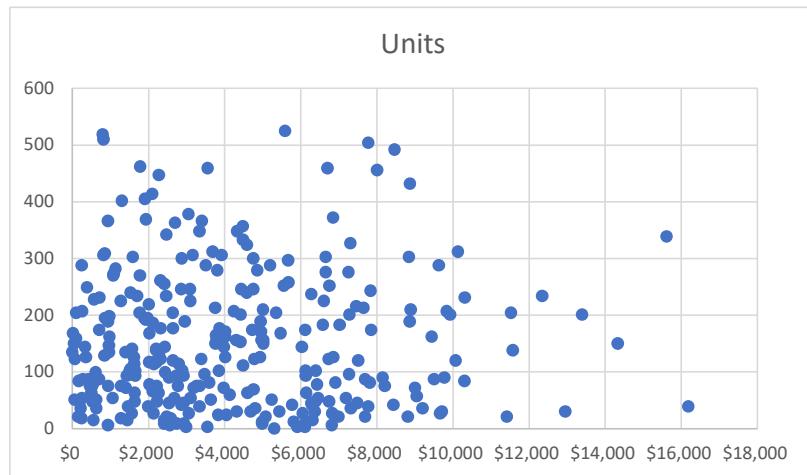
Row Labels	Sum of Amount	Sum of Units
India	₹ 2,52,469	8,760
Canada	₹ 2,37,944	7,302
New Zealand	₹ 2,18,813	7,431
USA	₹ 1,89,434	10,158
UK	₹ 1,73,530	5,745
Australia	₹ 1,68,679	6,264

Sales Person	
Barr Faughny	Brien Boise
Carla Molina	Ches Bonnell
Curtice Advani	Gigi Bohling
Gunar Cockshoot	Husein Augar
Oby Sorrel	Ram Mahesh

5 Top 5 products by ₹ per unit

Row Labels	Sales Per Unit
Raspberry Choco	₹ 44.99
Peanut Butter Cubes	₹ 37.30
85% Dark Bars	₹ 33.89
Baker's Choco Chips	₹ 32.81
After Nines	₹ 32.30
Grand Total	₹ 35.95

6 Are there any anomalies in the data?



Sales Pers.	Geography	Product	Amount	Units
Ram Mahe	New Zealand	70% Dark I	\$1,624	114
Brien Bois	USA	Choco Coa	\$6,706	459
Husein Au	USA	Almond Ch	\$959	147
Carla Molii	Canada	Drinking C	\$9,632	288
Curtice Ad	UK	White Cho	\$2,100	414
Ram Mahe	USA	Peanut Bu	\$8,869	432
Curtice Ad	Australia	Smooth Sli	\$2,681	54
Brien Bois	USA	After Nine:	\$5,012	210
Ches Bonn	Australia	50% Dark I	\$1,281	75
Gigi Bohlin	New Zealand	50% Dark I	\$4,991	12
Barr Faugh	UK	White Cho	\$1,785	462
Gunar Coc	New Zealand	Eclairs	\$3,983	144
Husein Au	Australia	Mint Chip	\$2,646	120
Barr Faugh	India	Milk Bars	\$252	54
Gunar Coc	USA	White Cho	\$2,464	234
Gunar Coc	USA	Manuka Ho	\$2,114	66
Curtice Ad	New Zealand	Smooth Sli	\$7,693	87
Gigi Bohlin	India	Orange Ch	\$15,610	339
Carla Molii	India	After Nine:	\$336	144
Barr Faugh	UK	Orange Ch	\$9,443	162
Husein Au	India	Fruit & Nu	\$8,155	90
Brien Bois	Australia	Fruit & Nu	\$1,701	234
Oby Sorrel	Australia	After Nine:	\$2,205	141
Brien Bois	New Zealand	99% Dark I	\$1,771	204
Carla Molii	USA	Raspberry	\$2,114	186
Carla Molii	Canada	Milk Bars	\$10,311	231
Gunar Coc	UK	Mint Chip	\$21	168
Oby Sorrel	USA	Orange Ch	\$1,974	195
Gigi Bohlin	Canada	Fruit & Nu	\$6,314	15
Oby Sorrel	New Zealand	Fruit & Nu	\$4,683	30
Carla Molii	New Zealand	85% Dark I	\$6,398	102

7 Best Sales person by country

Row Labels	Sum of Amount
Australia	25221
Gigi Bohling	25221
Canada	39620
Gigi Bohling	39620
India	41559
Gigi Bohling	41559
New Zealand	43568
Ches Bonnell	43568
UK	45752
Barr Faughny	45752
USA	38325
Ram Mahesh	38325
Grand Total	234045

8 Profits by product (using products table)

Row Labels	Sum of Amount	Sum of Total Cost	Total Profit
Baker's Choco Chips	₹ 70,273.00	₹ 11,995.20	₹ 58,277.80
Eclairs	₹ 63,721.00	₹ 7,249.41	₹ 56,471.59
Choco Coated Almonds	₹ 71,967.00	₹ 19,903.65	₹ 52,063.35
Raspberry Choco	₹ 68,971.00	₹ 17,982.09	₹ 50,988.91
After Nines	₹ 66,283.00	₹ 20,048.04	₹ 46,234.96
Peanut Butter Cubes	₹ 69,160.00	₹ 22,933.98	₹ 46,226.02
Fruit & Nut Bars	₹ 56,644.00	₹ 11,759.88	₹ 44,884.12
Mint Chip Choco	₹ 62,111.00	₹ 18,933.66	₹ 43,177.34
Drinking Coco	₹ 52,150.00	₹ 11,335.44	₹ 40,814.56
Caramel Stuffed Bars	₹ 72,373.00	₹ 33,288.66	₹ 39,084.34
Manuka Honey Choco	₹ 58,009.00	₹ 21,308.16	₹ 36,700.84
Orange Choco	₹ 54,712.00	₹ 23,321.52	₹ 31,390.48
85% Dark Bars	₹ 35,378.00	₹ 5,188.68	₹ 30,189.32
99% Dark & Pure	₹ 44,744.00	₹ 14,943.84	₹ 29,800.16
Milk Bars	₹ 47,271.00	₹ 17,549.73	₹ 29,721.27
White Choc	₹ 57,372.00	₹ 27,693.90	₹ 29,678.10
Smooth Sliky Salty	₹ 39,263.00	₹ 9,744.57	₹ 29,518.43
Spicy Special Slims	₹ 37,772.00	₹ 11,772.00	₹ 26,000.00
70% Dark Bites	₹ 66,500.00	₹ 40,600.98	₹ 25,899.02
Organic Choco Syrup	₹ 69,461.00	₹ 49,888.86	₹ 19,572.14
50% Dark Bites	₹ 43,183.00	₹ 23,657.40	₹ 19,525.60
Almond Choco	₹ 33,551.00	₹ 18,604.08	₹ 14,946.92
Grand Total	₹ 12,40,869.00	₹ 4,39,703.73	₹ 8,01,165.27

Geography

- Australia
- Canada
- India
- New Zealand
- UK
- USA

9 Dynamic country-level Sales Report

Pick a country

Canada

Quick Summary

Number of transactions	50	
	Total	Average
Sales	₹ 2,37,944.00	₹ 4,758.88
Cost	₹ 68,259.84	₹ 1,365.20
Profit	₹ 1,69,684.16	₹ 3,393.68
Quantity	₹ 7,302.00	₹ 146.04

By Sales Person

	Amount	Units	
Barr Faughny	₹ 23,709.00	909	✓
Brien Boise	₹ 5,019.00	150	✗
Carla Molina	₹ 39,242.00	1,482	✓
Ches Bonnell	₹ 21,931.00	975	✓
Curtice Advani	₹ 27,377.00	513	✓
Gigi Bohling	₹ 39,620.00	573	✓
Gunar Cockshoot	₹ 18,564.00	420	✓
Husein Augar	₹ 25,669.00	564	✓
Oby Sorrel	₹ 13,797.00	1,053	✓
Ram Mahesh	₹ 23,016.00	663	✓

10 Which products to discontinue?

Row Labels	Sum of Amount	Sum of Units	Total Profit	Profit_%
Almond Choco	33551	1566	₹ 14,946.92	44.55%
85% Dark Bars	35378	1044	₹ 30,189.32	85.33%
Spicy Special Slims	37772	1308	₹ 26,000.00	68.83%
Smooth Sliky Salty	39263	1683	₹ 29,518.43	75.18%
50% Dark Bites	43183	2022	₹ 19,525.60	45.22%
99% Dark & Pure	44744	1956	₹ 29,800.16	66.60%
Milk Bars	47271	1881	₹ 29,721.27	62.87%
Drinking Coco	52150	1752	₹ 40,814.56	78.26%
Orange Choco	54712	2196	₹ 31,390.48	57.37%
Fruit & Nut Bars	56644	1812	₹ 44,884.12	79.24%
White Choc	57372	2106	₹ 29,678.10	51.73%
Manuka Honey Choco	58009	2976	₹ 36,700.84	63.27%
Mint Chip Choco	62111	2154	₹ 43,177.34	69.52%
Eclairs	63721	2331	₹ 56,471.59	88.62%
After Nines	66283	2052	₹ 46,234.96	69.75%
70% Dark Bites	66500	2802	₹ 25,899.02	38.95%
Raspberry Choco	68971	1533	₹ 50,988.91	73.93%
Peanut Butter Cubes	69160	1854	₹ 46,226.02	66.84%
Organic Choco Syrup	69461	2982	₹ 19,572.14	28.18%
Baker's Choco Chips	70273	2142	₹ 58,277.80	82.93%
Choco Coated Almonds	71967	2301	₹ 52,063.35	72.34%
Caramel Stuffed Bars	72373	3207	₹ 39,084.34	54.00%
Grand Total	1240869	45660	₹ 8,01,165.27	64.56%

Geography
Australia
Canada
India
New Zealand
UK
USA