

Part 1

a. Represent the data, which includes the total count of account numbers against the country, in a tabular format.

Total Account Number by Country	
Count of Account Number	Count of Country
33	4

Total Account Number by Country	
Count of Account Number	Count of Country
300	12

b. Insert another table and represent the data on the country-wise Account holder's name.

Country wise Account Holder name	
Country	Account Name
United States	A. Datum Corporation (U.S.)
United States	Abbott Group (Andorra)
United States	Abbott Group (Florida)
United States	Abbott LLC (Hawaii)
Ghana	Abbott-Ferry
United States	Abernathy-Kulas
United States	Altenwerth-Halvorson
United States	Ankunding-Robel
Japan	Bartell, Harris and Bartell

c. Insert a slicer from the visualisation section and add a country-wise filter.

Country

Brazil

d. Represent the data of India, Brazil, Greece, and France together.

Total Account Number by Country	
Count of Account Number	Count of Country
33	4

Country wise Account Holder name	
Country	Account Name
Brazil	Batz, Lesch and Wiza
Greece	Blick-Ernsner
Greece	D'Amore, Dickinson and Botsford
France	Erdman and Sons
Brazil	Fay Inc
France	Franecki, Wisozk and O'Connell
Greece	Gleichner-Christiansen
India	Goldner Inc
Greece	Hammes, Will and Beer

Country

Multiple select

- ☒ France
- ☐ Germany
- ☐ Ghana
- ☐ Greece
- ☒ India
- ☐ Japan
- ☐ Spain

Country

Multiple select

- ☒ Brazil
- ☐ Canada
- ☐ China
- ☐ Denmark
- ☒ France
- ☐ Germany
- ☐ Ghana
- ☐ -

Part 2

a. Country-wise industry and average profitability margin (in Percentage %)

Country wise industry Profitability Margin in %													
Industry	Brazil	Canada	China	Denmark	France	Germany	Ghana	Greece	India	Japan	Spain	United States	Total
Biological Research													
Business Services	57.50%											43.98%	44.19%
Clothing/Shoe/Accessory Stores	22.94%							10.00%		16.00%		13.21%	14.69%
Computer Manufacturing			27.06%										27.06%
Computer Software: Prepackaged Software	18.57%								17.45%	44.17%		22.07%	22.05%
Computer Software: Programming, Data Processing							44.85%					29.44%	40.13%
Diversified Commercial Services				20.00%									20.00%
EDP Services			65.38%							56.67%		23.47%	38.72%
Electric Utilities: Central						13.64%		25.00%					16.67%
Food Distributors										16.29%		13.70%	14.72%
Forest Products												42.19%	42.19%
Home Furnishings		31.76%										45.76%	43.71%
Hospital/Nursing Management												19.25%	19.25%
Industrial Machinery/Components		53.23%										30.22%	35.97%
Integrated oil Companies												14.03%	14.03%
Investment Managers		16.67%	20.67%			52.31%						26.55%	27.32%
Life Insurance			58.89%	10.00%								35.53%	35.75%
Major Banks			59.09%			22.80%	90.00%		17.65%			21.88%	22.19%
Major Chemicals	16.67%		17.78%			15.00%				50.00%		28.41%	25.74%
Major Pharmaceuticals		50.54%				15.05%			28.16%		27.71%	32.84%	27.86%
Marine Transportation												65.00%	65.00%
Medical Specialties								90.00%				22.65%	22.96%
Medical/Dental Instruments												24.78%	24.78%
Total	26.52%	32.71%	33.05%	25.71%	21.84%	22.54%	44.71%	26.30%	35.88%	25.22%	21.39%	30.84%	30.95%

b. Add a separate filter so that country-wise industry and profitability margins can be shown based on the selective countries (There is no bar on country selection).

Country

All

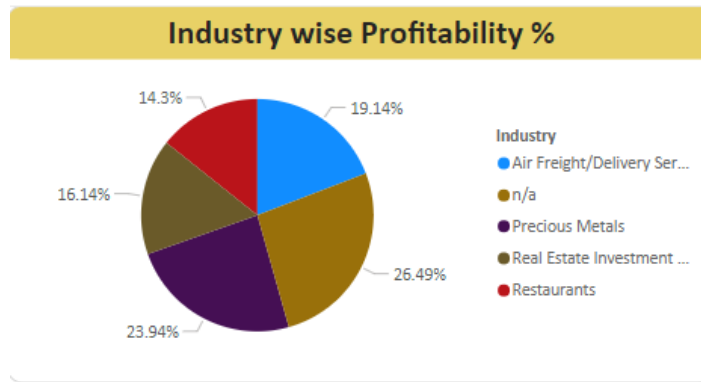
c. Represent the following data using a pie chart:

a. Industry-wise profitability percentage

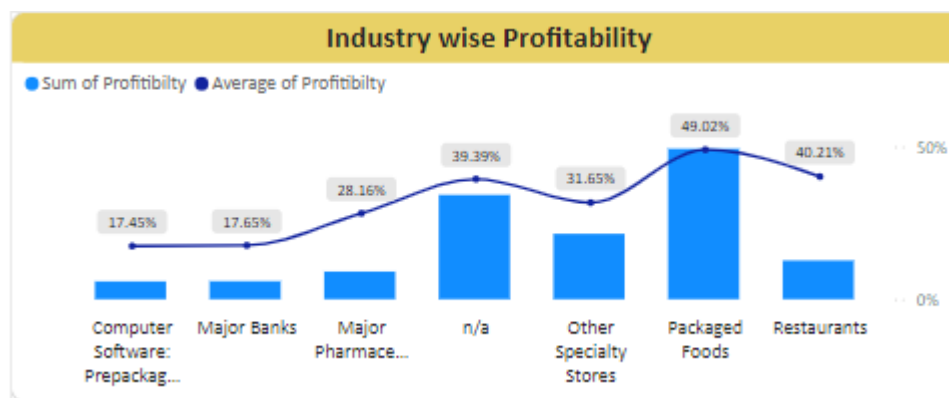
b. The data should be visualised in single or multiple country-wise

Country			
Multiple selections ^			
<input checked="" type="checkbox"/> Brazil			
<input type="checkbox"/> Canada			
<input type="checkbox"/> China			
<input type="checkbox"/> Denmark			
<input checked="" type="checkbox"/> France			
<input type="checkbox"/> Germany			
<input type="checkbox"/> Ghana			

Industry	Brazil	France	Total
Air Freight/Delivery Services		20.93%	20.93%
Business Services	57.50%		57.50%
Clothing/Shoe/Accessory Stores	22.94%		22.94%
Computer Software: Prepackaged Software	18.57%		18.57%
Major Chemicals	16.67%		16.67%
n/a		28.96%	28.96%
Precious Metals	30.00%	26.17%	26.73%
Real Estate	51.90%		51.90%
Real Estate Investment Trusts		17.64%	17.64%
Restaurants	12.86%	15.63%	15.04%
Savings Institutions	13.00%		13.00%
Transportation Services	25.24%		25.24%
Total	26.52%	21.84%	23.13%



d. Present the data that shows industry-wise profitability trends by taking the Line & stacked column chart from the visualisation section.



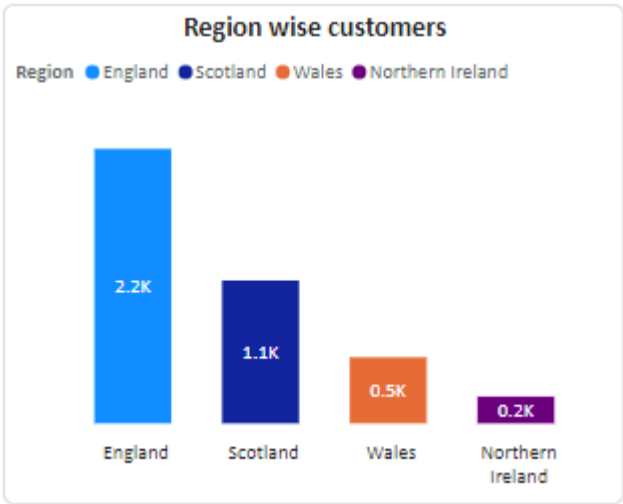
e. Present the data to show country-wise industry market values and industry wise presence by taking the map chart.



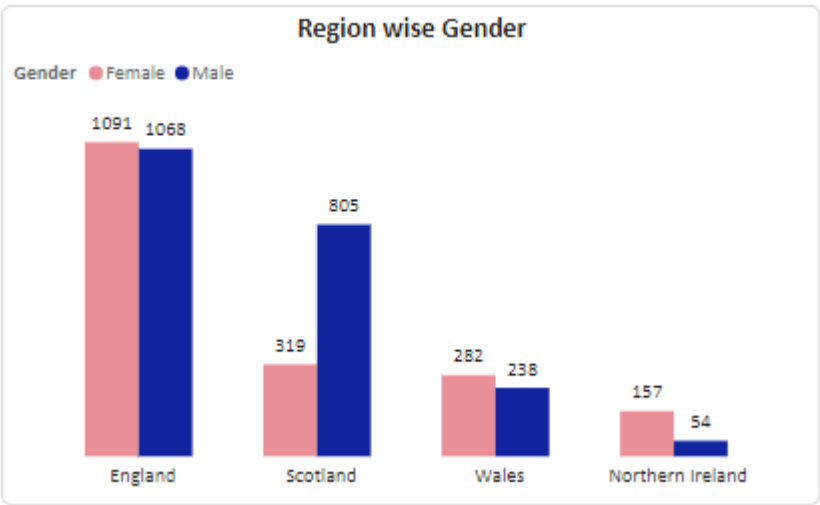
Part 2

Task 1

a. Region-wise number of customers



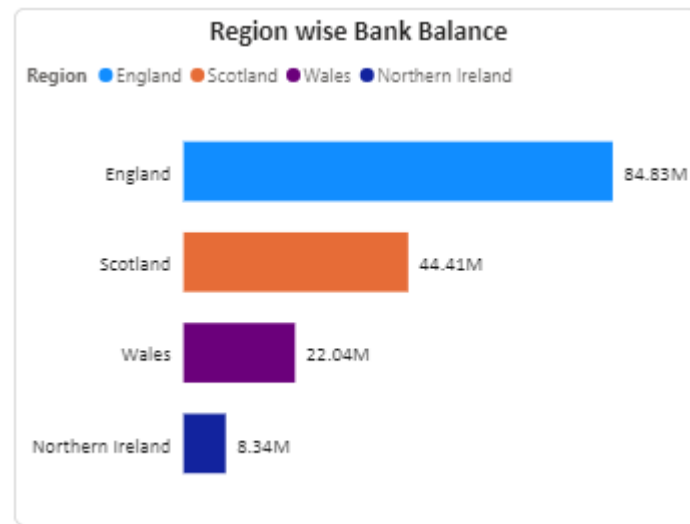
b. Region-wise number of Male & Female Customers



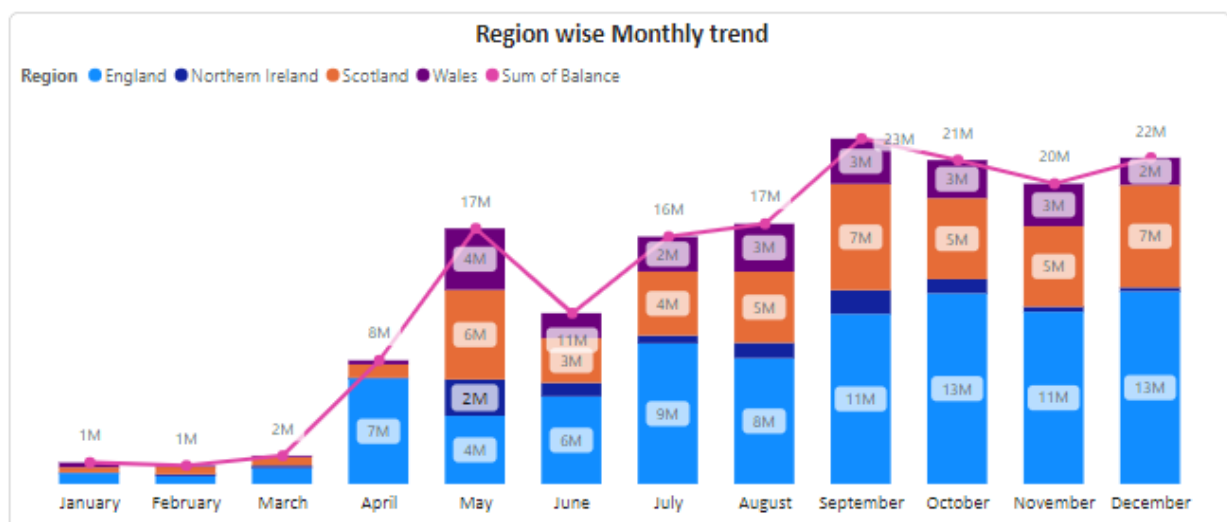
c. Customer presence throughout the world (based on the region-wise customer base)



d. Region-wise customer's bank balance



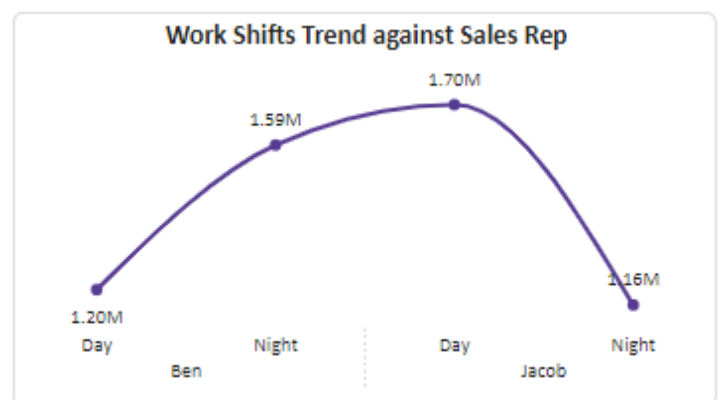
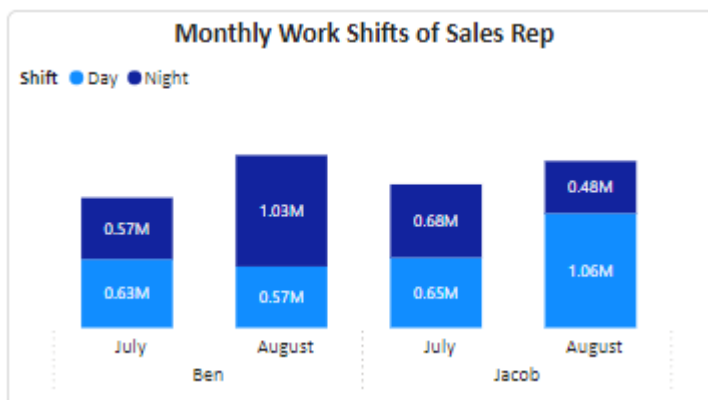
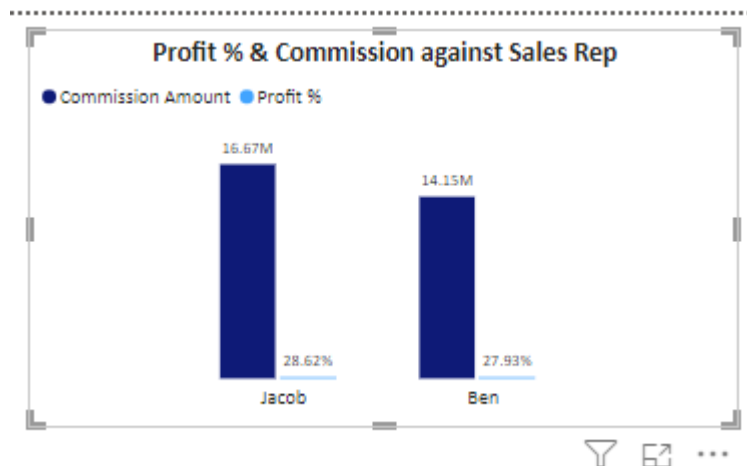
e. Region-wise Monthly balance availability trend.



Task 2

1. Represent the data as per the given criteria:

- Overall profit percentage and commission for sales against each sales representative
- Sales representative-wise total number of work shifts (monthly basis) and work shifts (day & night) trends against the sales representative



5. Identify the action items based on the analysis of the Sales Data and write them in the same document:

- What are the areas you find for further improvement in terms of business product sales?
- In which work shift does the sales representative mostly work? c. Is there any additional impact you find in business in terms of product sales trends

Answer:

Action Items

1. Areas for Further Improvement in Business Product Sales:

- Low Performing Products:** Identify products with consistently low sales and evaluate potential reasons such as lack of demand, poor marketing, or high competition. Consider re-strategizing marketing efforts or discontinuing underperforming products.
- Regional Sales Disparities:** If there are regions with significantly lower sales, investigate the underlying causes such as regional preferences, economic conditions, or distribution issues. Implement targeted marketing campaigns or optimize logistics in those regions.

2. **Work Shift Preferences of Sales Representatives:**

- **Dominant Shift:** Determine whether sales representatives predominantly work during the day or night shift. If the majority work during one shift, explore opportunities to balance the workload more evenly across shifts to optimize productivity and employee satisfaction.

3. **Additional Impact on Business in Terms of Product Sales Trends:**

- **Seasonal Trends:** Identify any seasonal trends in product sales. If certain products perform better during specific months, plan inventory and marketing strategies accordingly to maximize sales during peak periods.
- **Shift Impact on Sales:** Analyze if the shift timing (day vs. night) impacts sales volume significantly. If one shift consistently outperforms the other, investigate potential reasons and consider adjusting shift schedules or providing additional support during less productive shifts.