BUDGET SALES ANALYSIS

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OBJECTIVES

- Top 10 Products with highest Market Capital.

- Top 10 Products with highest Quarterly Sales.

- Bottom 10 Products with lowest Market Capital.
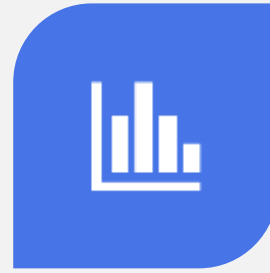
- Bottom 10 Products with lowest Quarterly Sales.

07/04/2024

THE PROCESS

DATA
COLLECTION

DATA
CLEANING

DATA
ANALYSIS

CONCLUSION

DATA COLLECTION

- The Data has been collected in the form of a XLSX file named "**AdventureWorks_Database.xlsx**" & "**Budget.xlsx**"

- The XLSX file has the data (**Sales Order**) of 58190 orders .

DATA CLEANING

- Identify and deal with missing data appropriately.

- Check for and eliminate duplicate records. Removed the unwanted columns FiscalYear, FiscalQuarter, FiscalMonthNum etc.
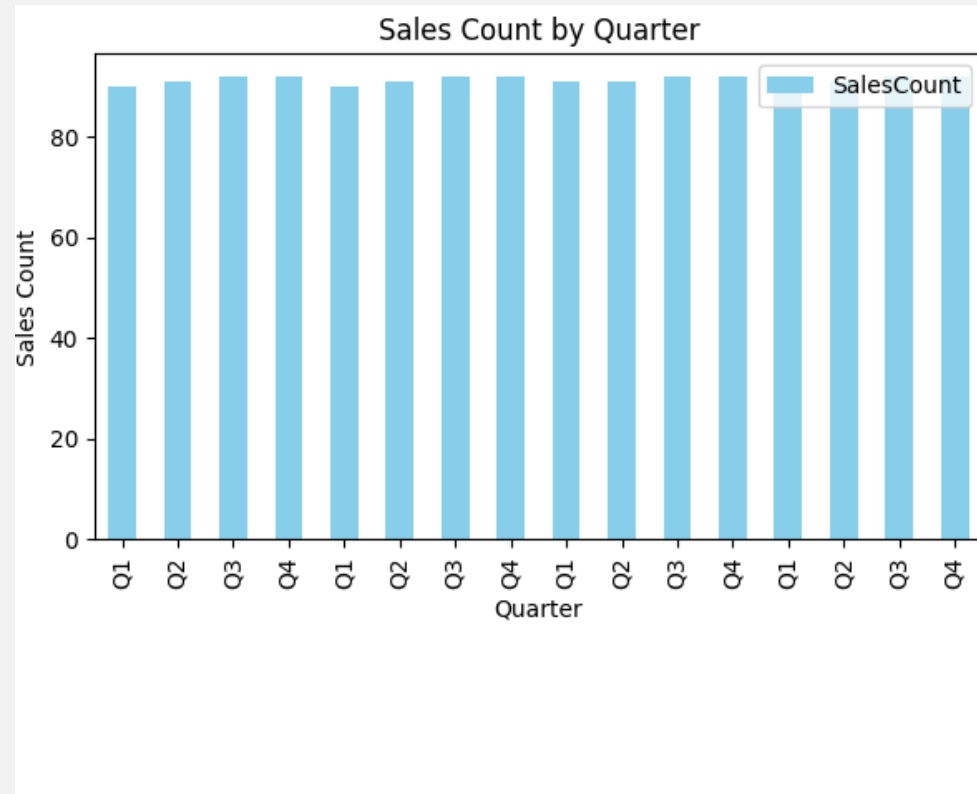
- Standardised the data formats.

DATA ANALYSIS

Data analytics techniques to scrutinize sales performance, identify trends, and optimize resource allocation. Through meticulous examination of sales data, it uncovers actionable insights that inform strategic decision-making, facilitating efficient budget allocation and maximizing revenue potential.
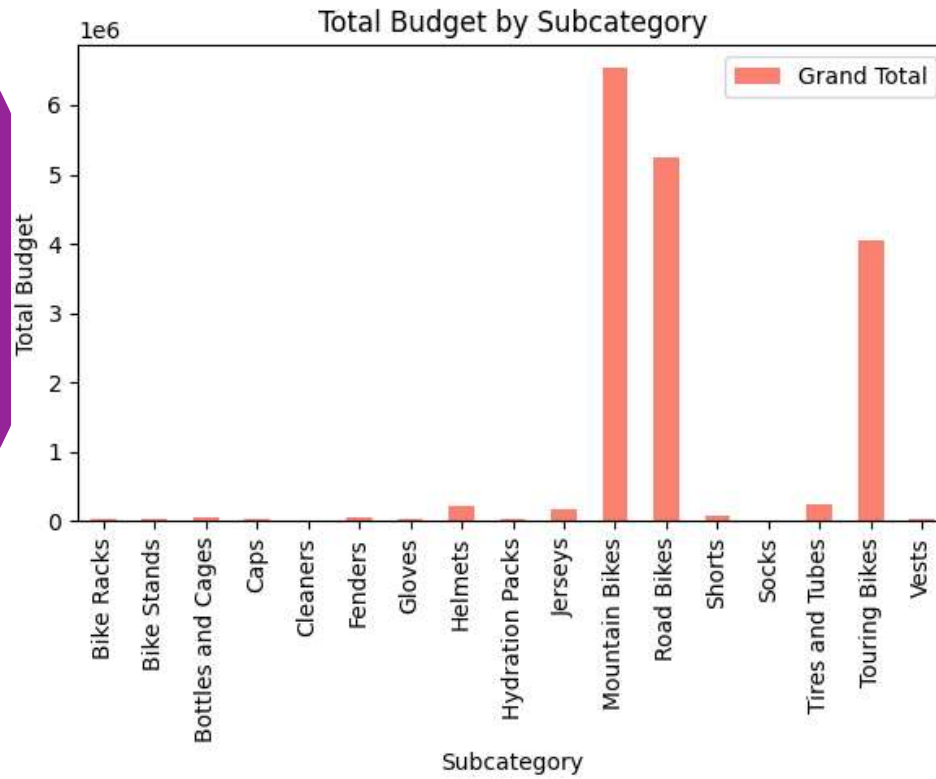
DATA ANALYSIS

BUDGET SALES COUNT QUARTERLY

07/04/2024

TOTAL BUDGET SALES

DATA ANALYSIS

07/04/2024

CONCLUSION

- In conclusion, a comprehensive budget sales analysis is instrumental in optimizing revenue and driving business success. By leveraging data-driven insights and strategic planning, organizations can achieve sustainable growth and financial stability.

07/04/2024

THANK YOU

05/04/2024