# Regional Sales Data Dictionary

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## Sales Orders Sheet

OrderNumber

string

Uniquely identifies each order (primary key of this table)

SalesChannel

string

Channel used for sales

WarehouseCode

string

Warehouse code

OrderDate

date

Ordered date

ShipDate

date

Shipping date of the order

DeliveryDate

date

Delivery date of the order

CurrencyCode

string

Currency type

SalesteamID

integer

Sales Team ID (foreign key for Sales Team table)

CustomerID

integer

Customer ID (foreign key for Customers table)

StoreID

integer

Store ID (foreign key for Store Locations Table)

CategoryID

integer

Category ID (foreign key for Categories table)

OrderQuantity

integer

Quantity of the order

DiscountApplied

decimal

Percentage of discount applied (discount is already factored into the unit price)

UnitPrice

decimal

Unit price of the order (total order amount would be unit price multiplied by order quantity)

UnitCost

decimal

Unit cost of the order (total order cost would be unit cost multiplied by order quantity)

## Customers Sheet

CustomerID

integer

Uniquely identifies each customer (primary key of this table)

CustomerName

string

Name of the customer

## Store Locations Sheet

StoreID

integer

Uniquely identifies each store (primary key of this table)

CityName

string

City of the store location

County

string

County of the store location

StateCode

string

State Code of the store location

State

string

State of the store location

Type

string

Type of region to which the store belongs

Latitude

decimal

Latitude of the individual store

Longitude

decimal

Longitude of the individual store

AreaCode

integer

Area code of the store

Population

integer

Location Population

HouseholdIncome

integer

Household income (in USD) of the location

MedianIncome

integer

Median income (in USD) of the location

LandArea

integer

Land area of the location

WaterArea

integer

Water area of the location

TimeZone

string

Time zone of the location

## Categories Sheet

CategoryID

integer

Uniquely identifies each product category (primary key of this table)

Category

string

Category of the product

## Regions Sheet

StateCode

string

State Code that uniquely identifies each state (PK of this table)

State

string

US State Name

Region

string

US Region of individual state

Sales Team Sheet

SalesTeamID

integer

Uniquely identifies each state (primary key of this table)

SalesTeam

string

Salesperson assigned

YearlySalesGoal

Integer

Gross sales goal for respective Salesperson