

**Artwork/Project Title**

ASEAN Sales

**Year Accomplished**

2022

**Role/Position**

Data Scientist

**Publication Link**[https://bit.ly/ASEANSales\\_BelindaMutriar](https://bit.ly/ASEANSales_BelindaMutriar)**Artwork/Project Description**

For my second semester lab assignment, I use Tableau to analyze sales conditions in the ASEAN region. Through my analysis, I found that the Philippines sells the most products but has the lowest profit. As I delved deeper into the data, I discovered an intriguing correlation between discounts and profit. I began by examining the relationship between each variable, and then focused on the most interesting relationship that emerged as a topic for further exploration. Then I did an analysis regarding the cause of the phenomenon until I got an "aha!" moment.

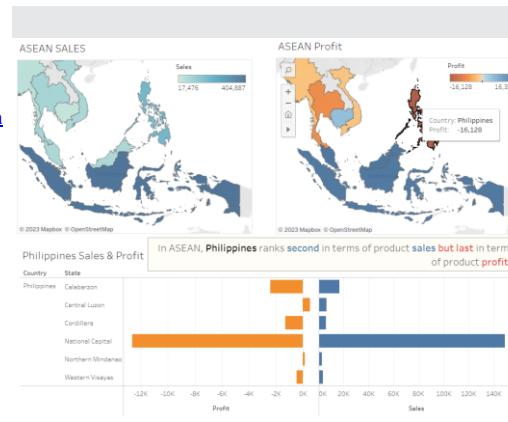


Figure 1 Shopping Sales in ASEAN

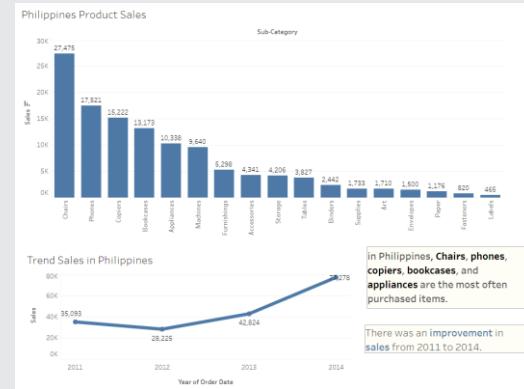


Figure 2 Philippines Product Sales



Figure 3 Manila as a double-edge sword



Figure 4 Where does Manila's profit come from



Figure 5 The Discount!

So my suggestions are:

1. Increase sales of chair products and reduce sales of copiers.
2. Increase marketing to consumers in the home officer segment
3. Increase the number of ship modes using the same day instead of the standard (for example, by providing a fairly cheap price)
4. Try to give more coupons or discounts to attract new customers

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Figure 6 Suggestion