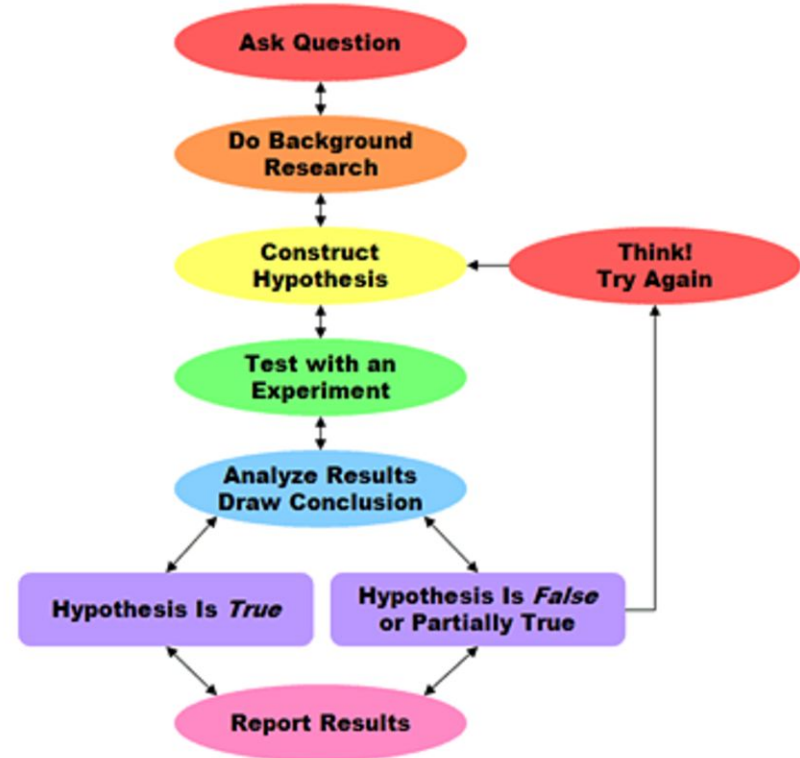


Mod 3 Project: Northwinds Database

By: Carolann Moore

Method Used

Scientific Method

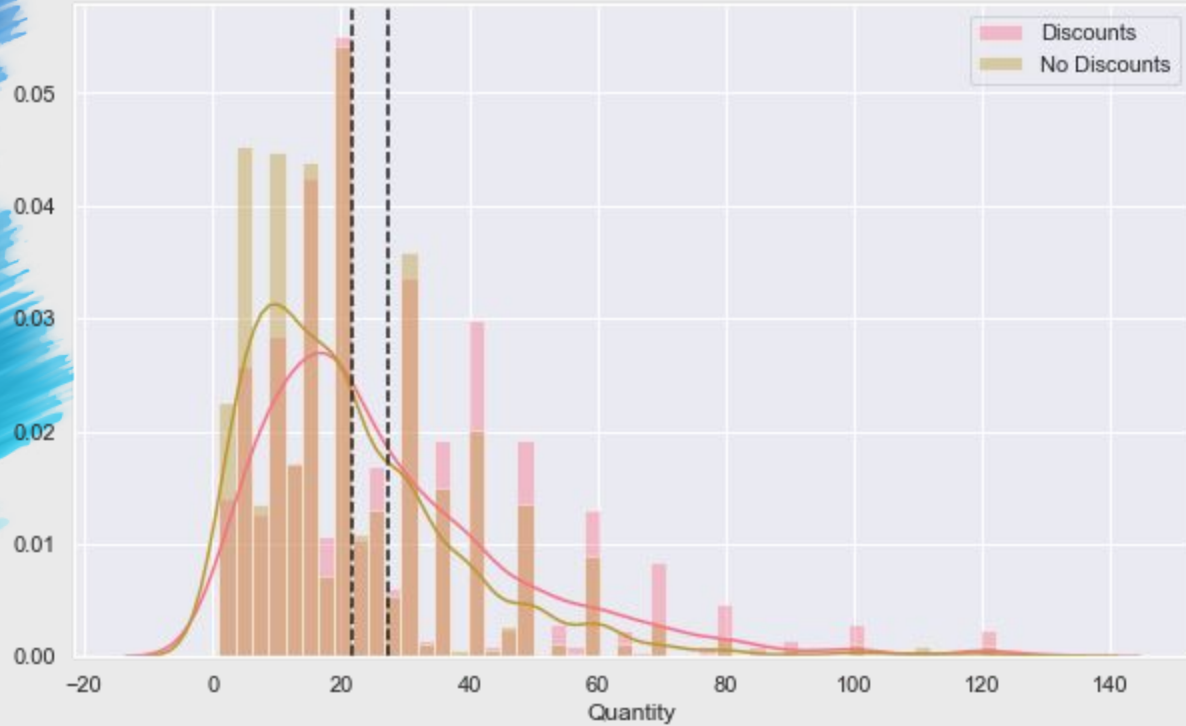




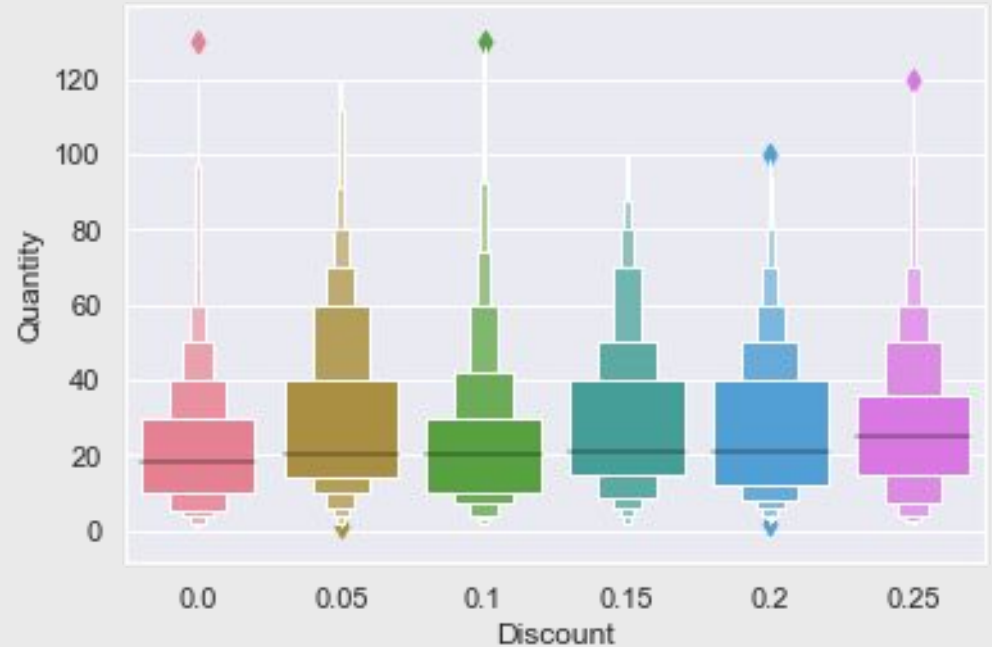
Question Asked

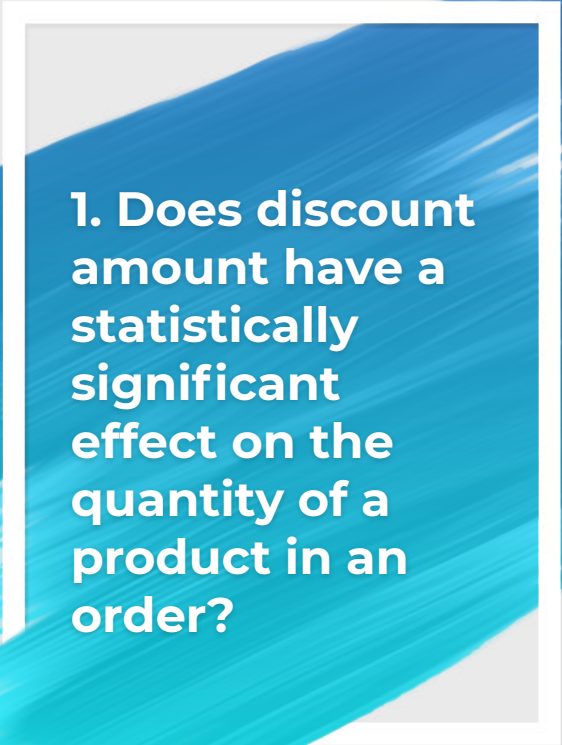
- 1. Does discount amount have a statistically significant effect on the quantity of a product in an order?**
- 2. Do employees hired in different months have different productivity in sales?**
- 3. Do younger employees sell more products than the older employees?**

1. Does discount amount have a statistically significant effect on the quantity of a product in an order?



1. Does discount amount have a statistically significant effect on the quantity of a product in an order?



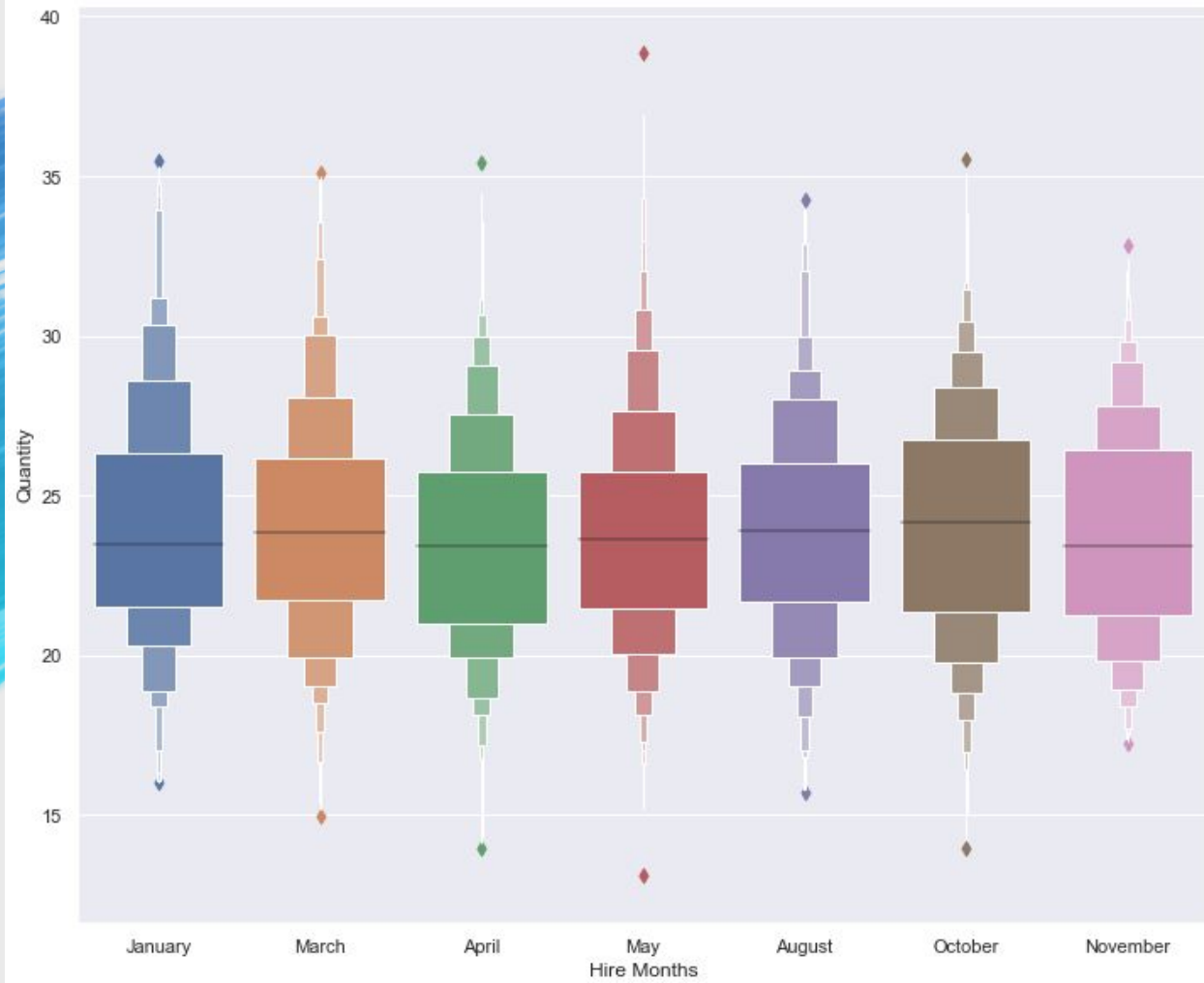


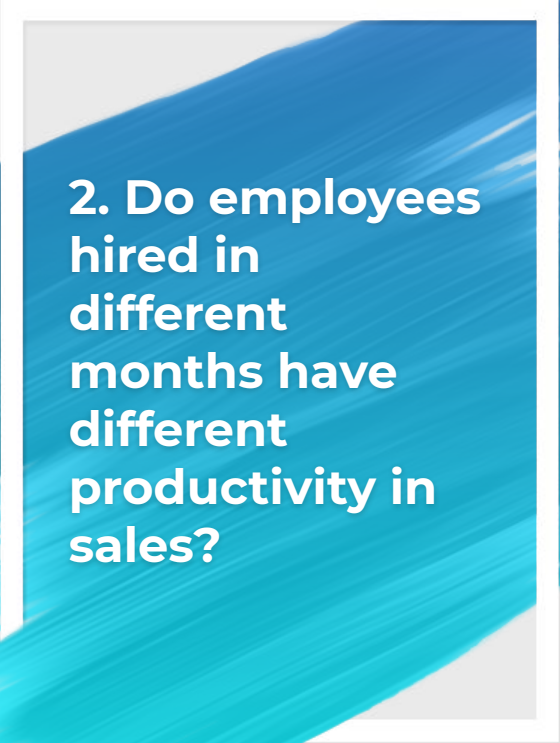
1. Does discount amount have a statistically significant effect on the quantity of a product in an order?

Bottom Line:

Yes! Discounts do have an effect on the quantity of a product in an order. However, the discount stops being noticeable after 5%.

2. Do employees hired in different months have different productivity in sales?



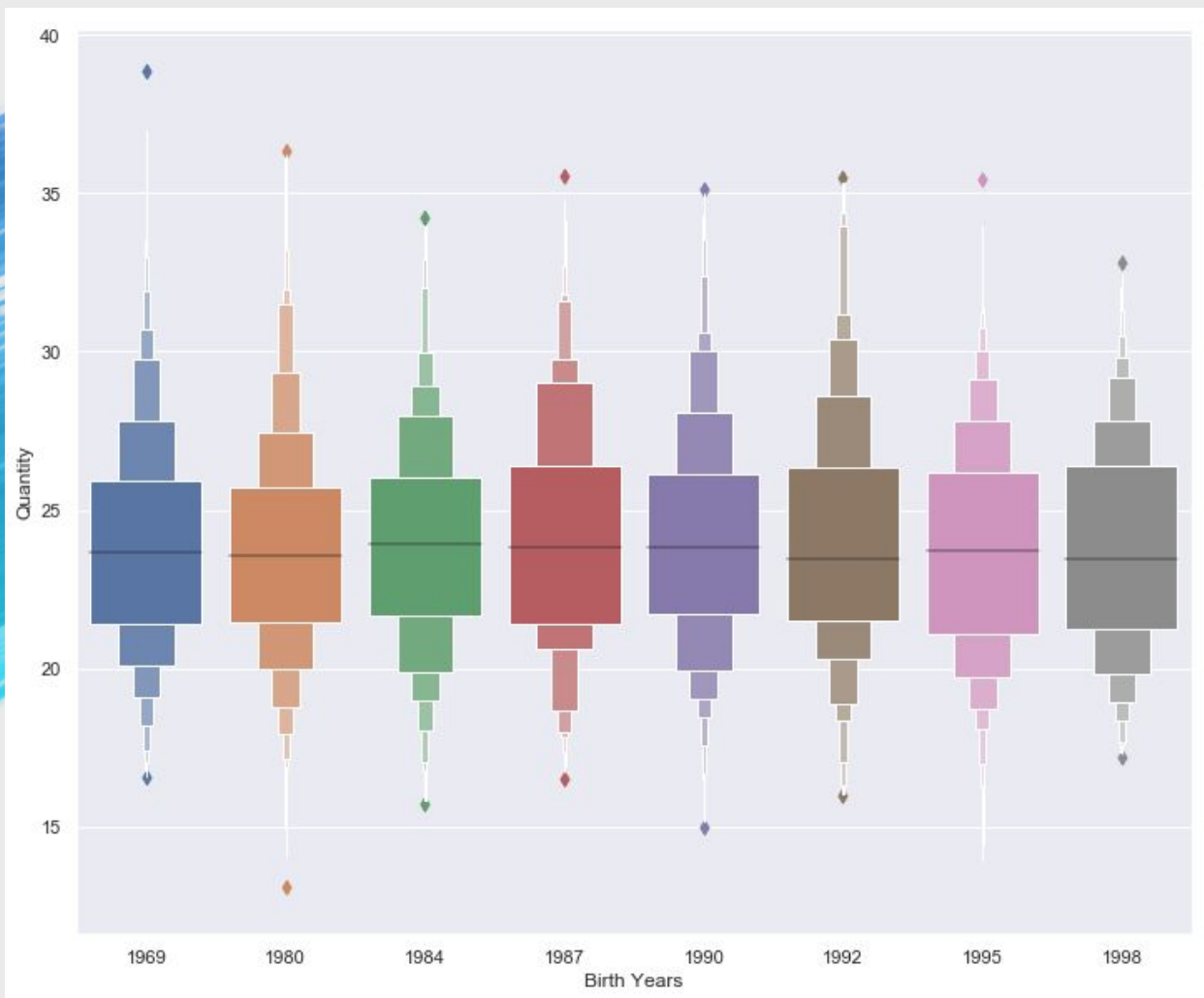


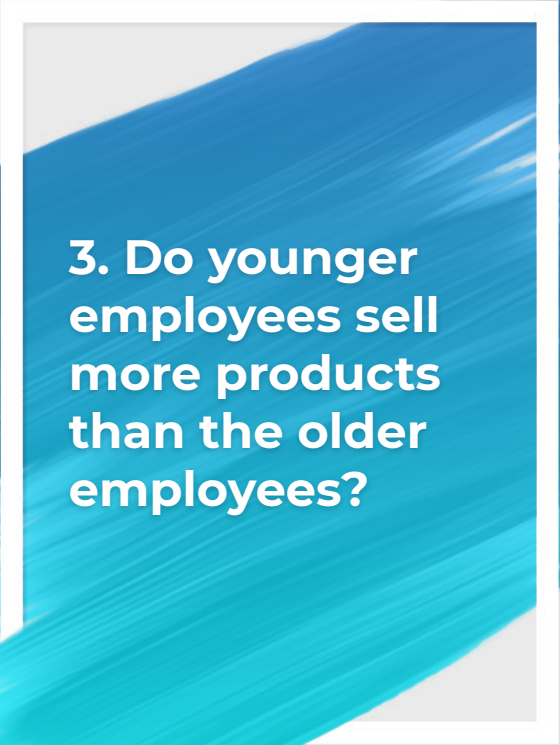
**2. Do employees
hired in
different
months have
different
productivity in
sales?**

Bottom Line:

No. Hiring should be done when it is convenient for the business.

3. Do younger employees sell more products than the older employees?





3. Do younger employees sell more products than the older employees?

Bottom Line:

No. Age has no effect on whether or not someone will sell more product.



Future Work

1. Do discounts have a greater effect on quantity of products ordered in a single transaction or the amount of total transactions?
2. Is the company keeping too much inventory in stock for products that are sold less often or in fewer quantity?
3. Does the title of the employee change how much revenue they bring in? Do more managers/ reps mean more products sold?

THANK YOU!

