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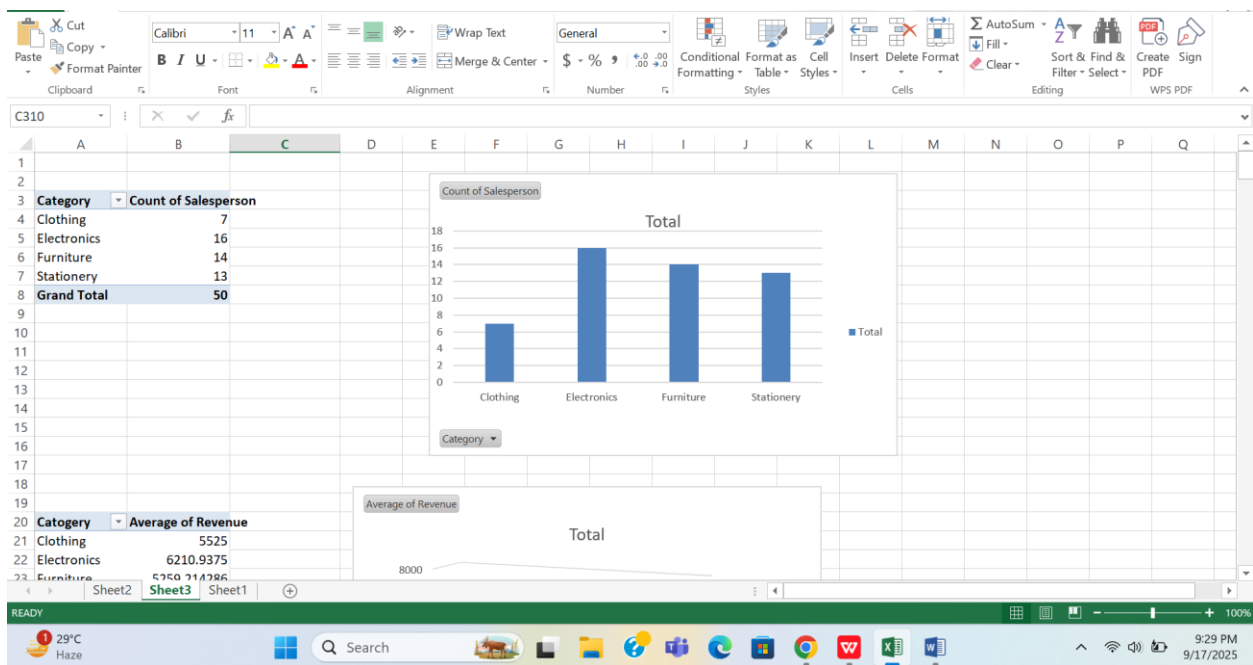
Course : Datawarehouse .

### Lab Task 03 :

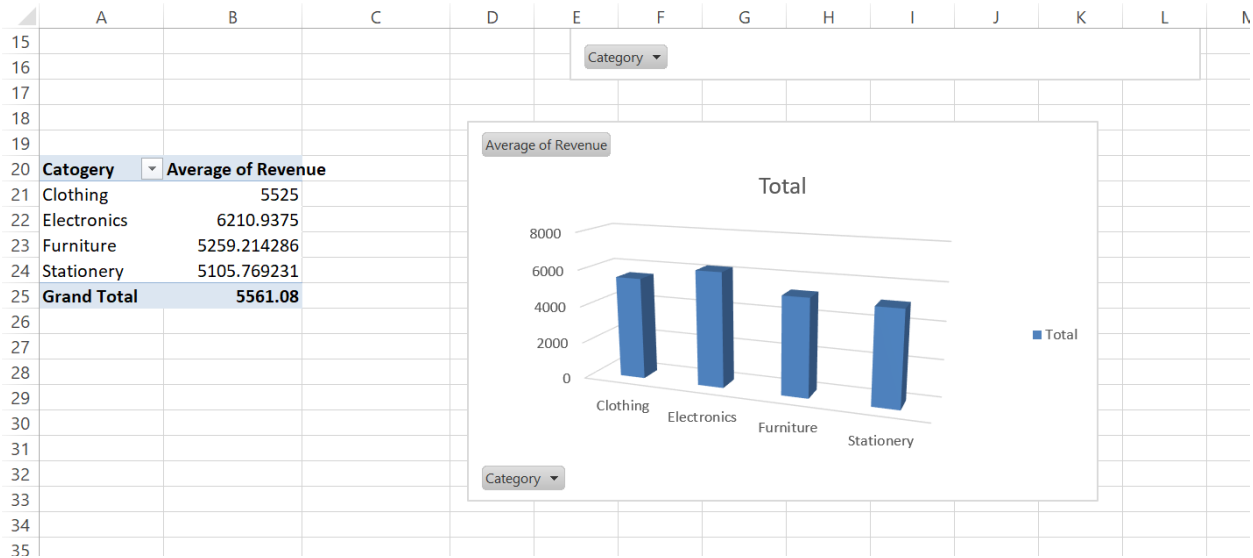
## Pivot Tables

Some of the questions:

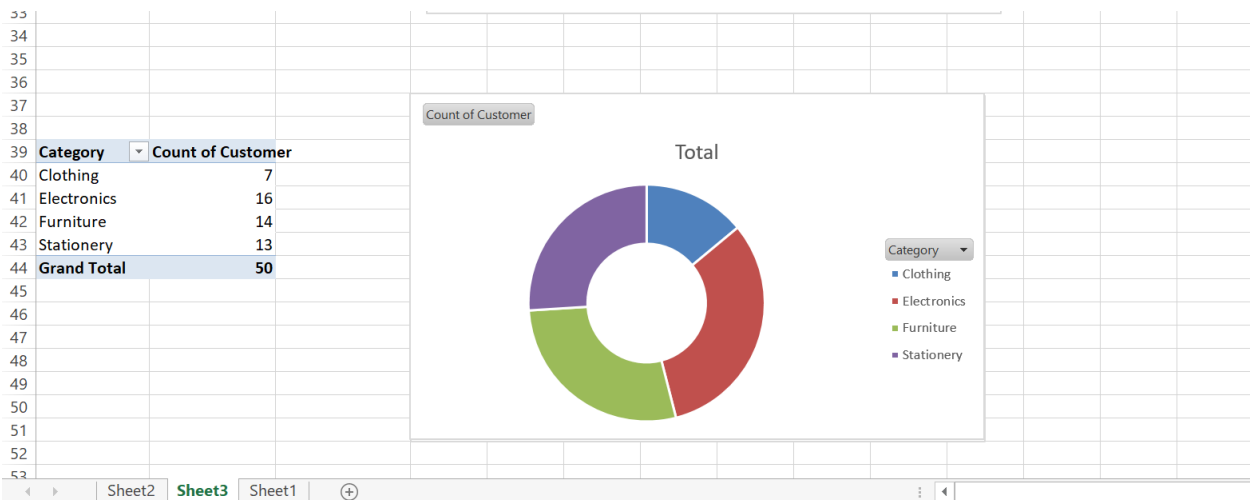
- “What are the top 10 product categories?”



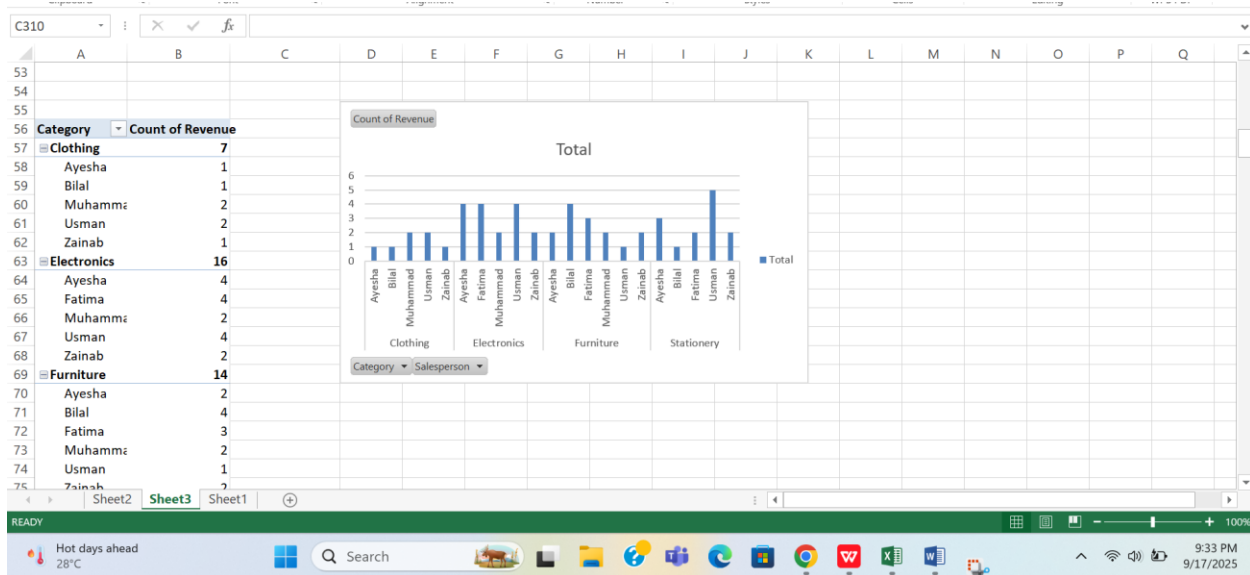
- “What is the average unit price for each category?”



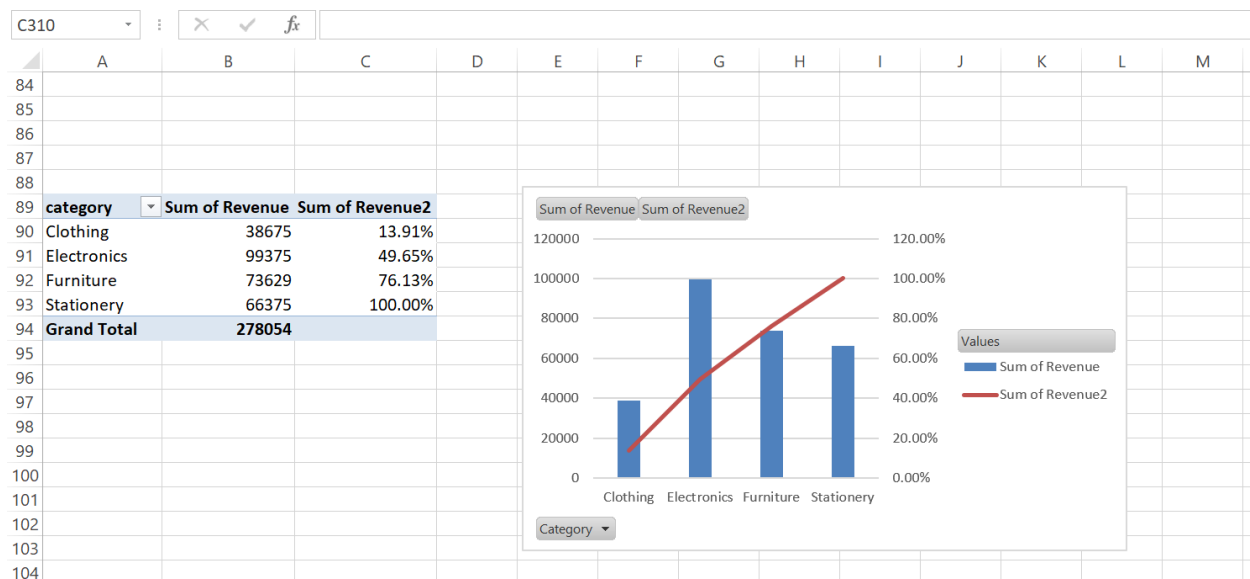
- “How many orders did we have for each category?”



- “Who are the sales reps selling in each category?”

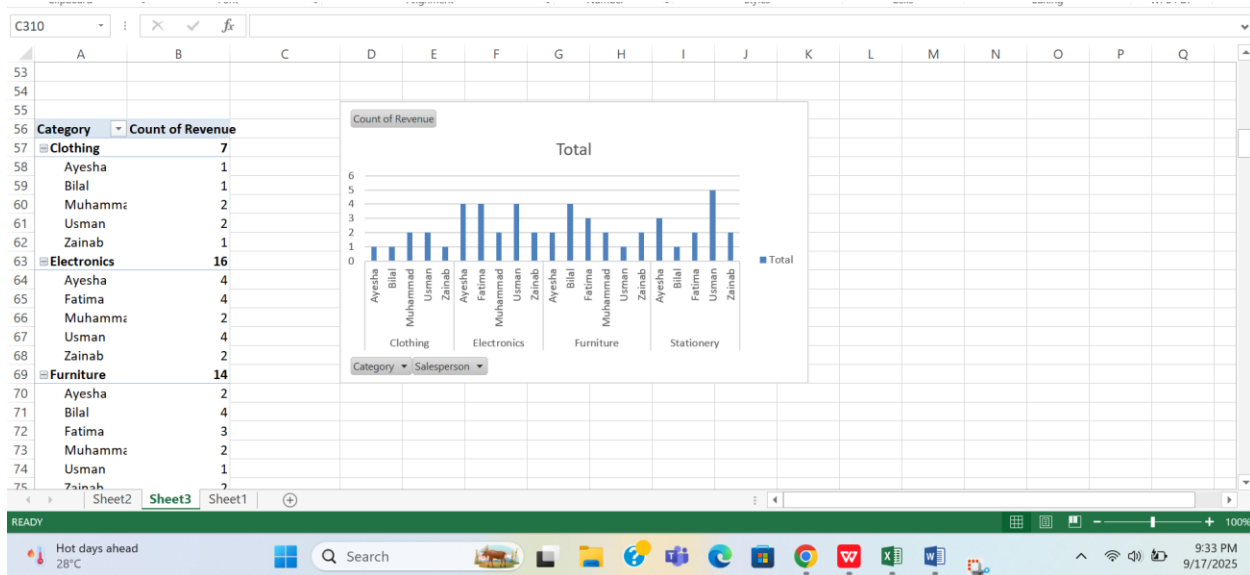


- “Which categories make up over 50% of our total revenue?”

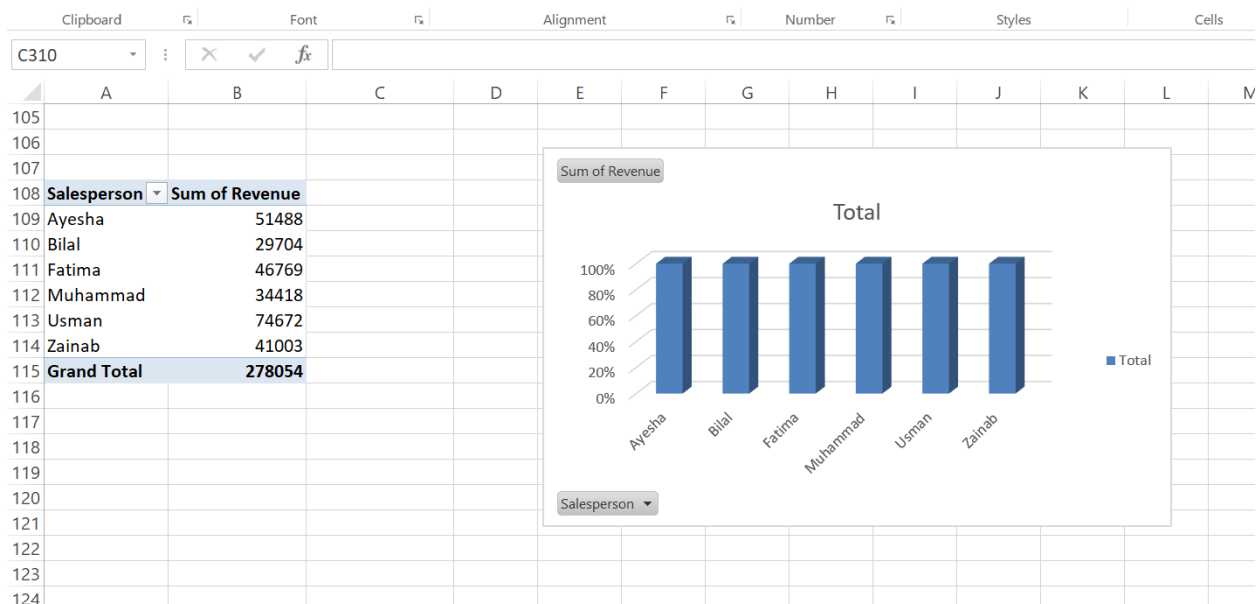


**Task 1: Draw pivot table and Pivot chart to answer queries below:**

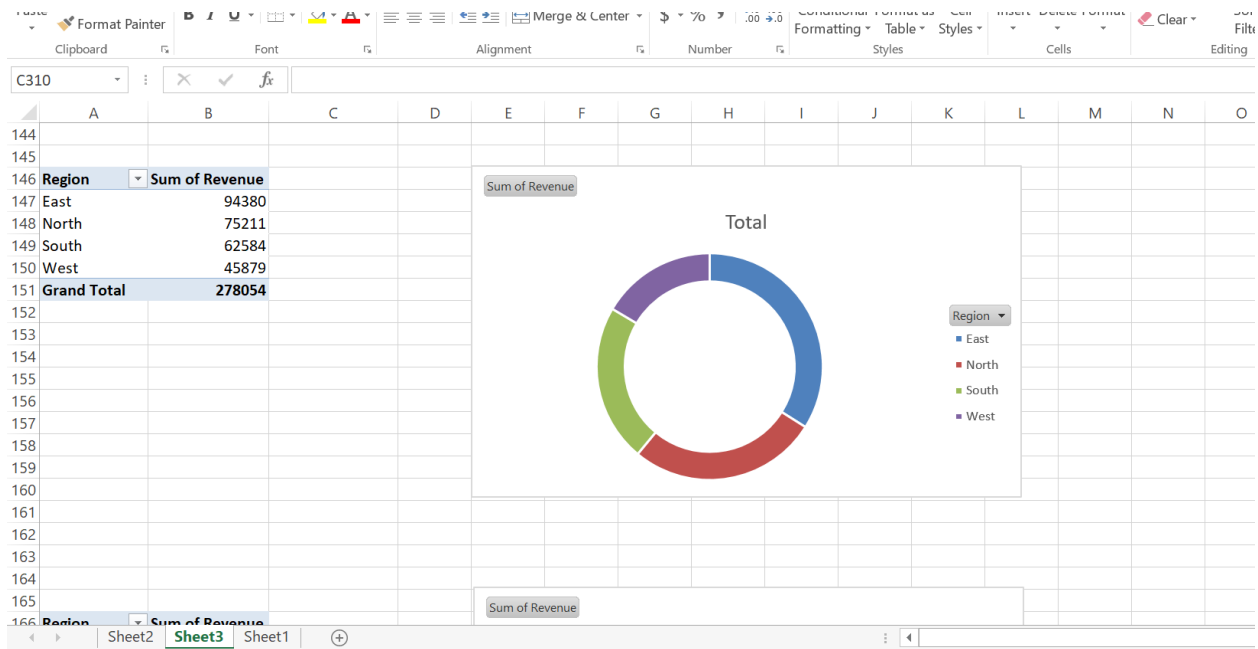
- Who are the sales reps selling in each category.



- Display top 5 customers by Revenue.

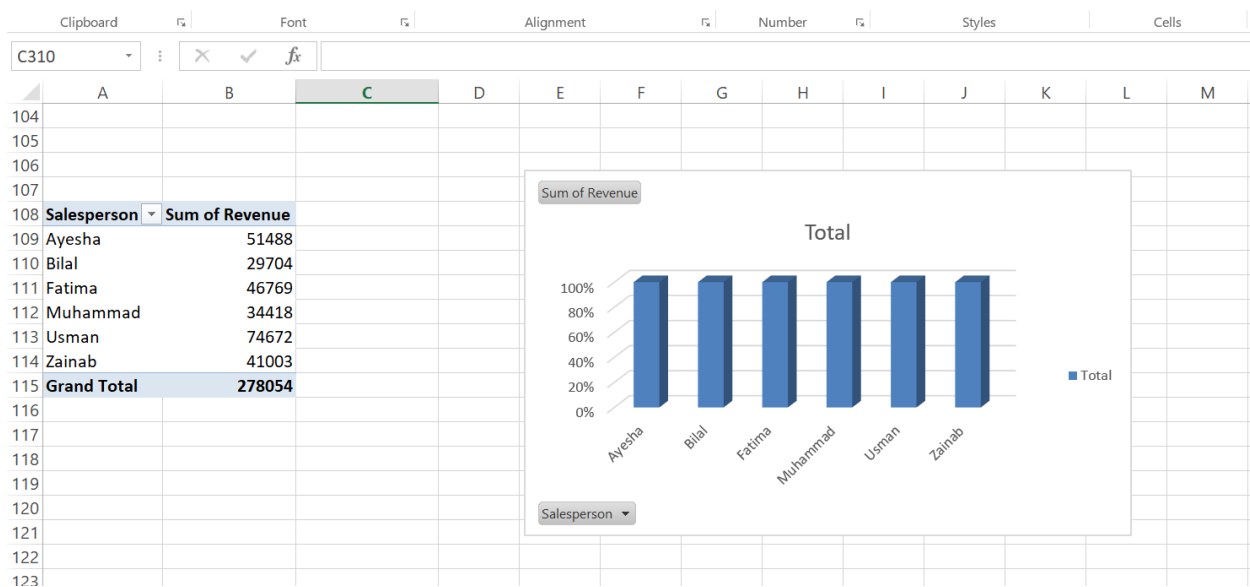


- Display Revenue by Region.

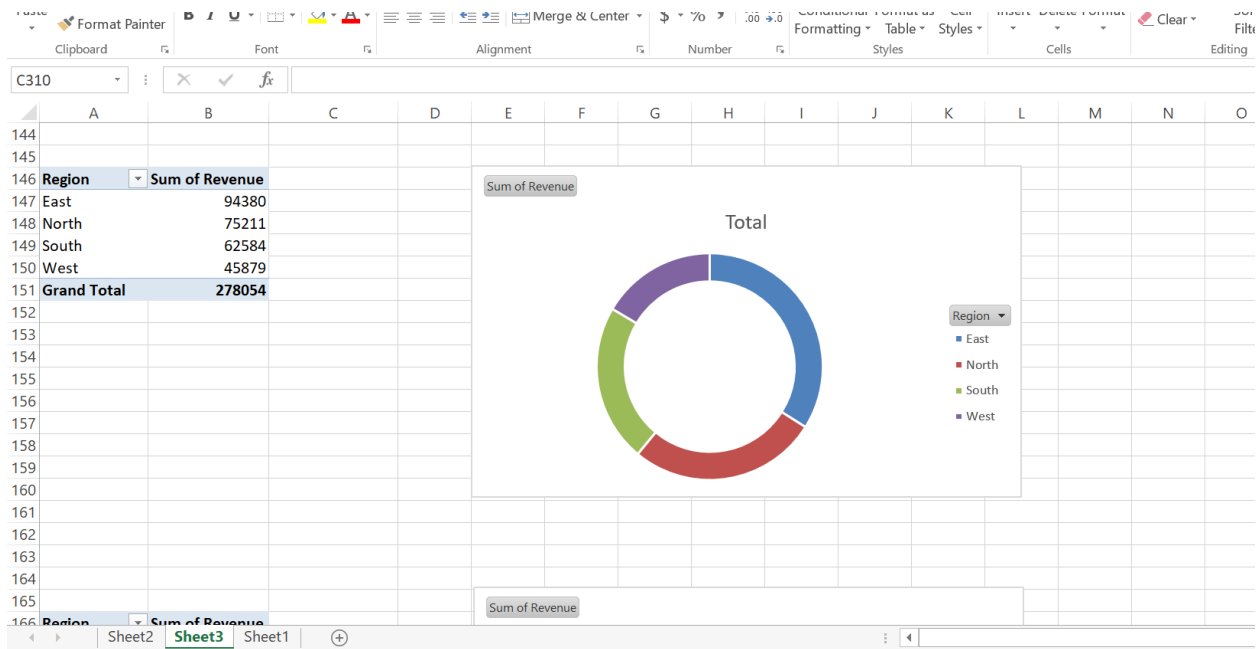


## Task 2: Pivot Table Investigation Questions

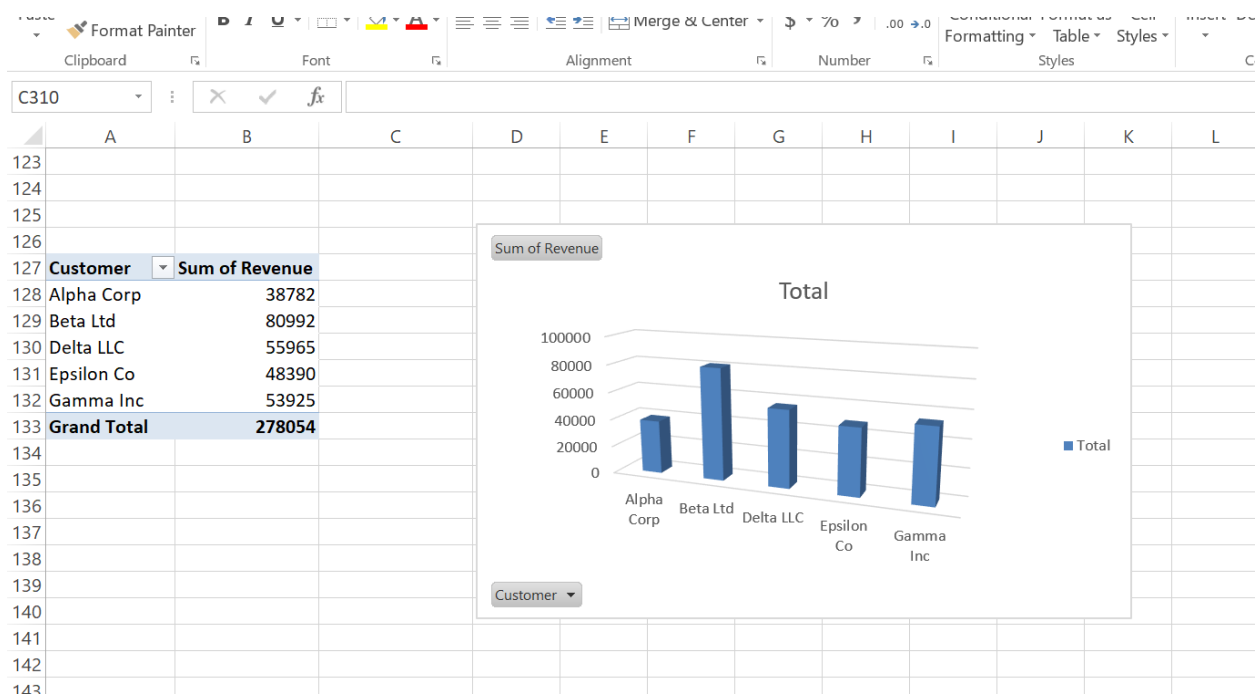
1. Which salesperson generated the highest total revenue?



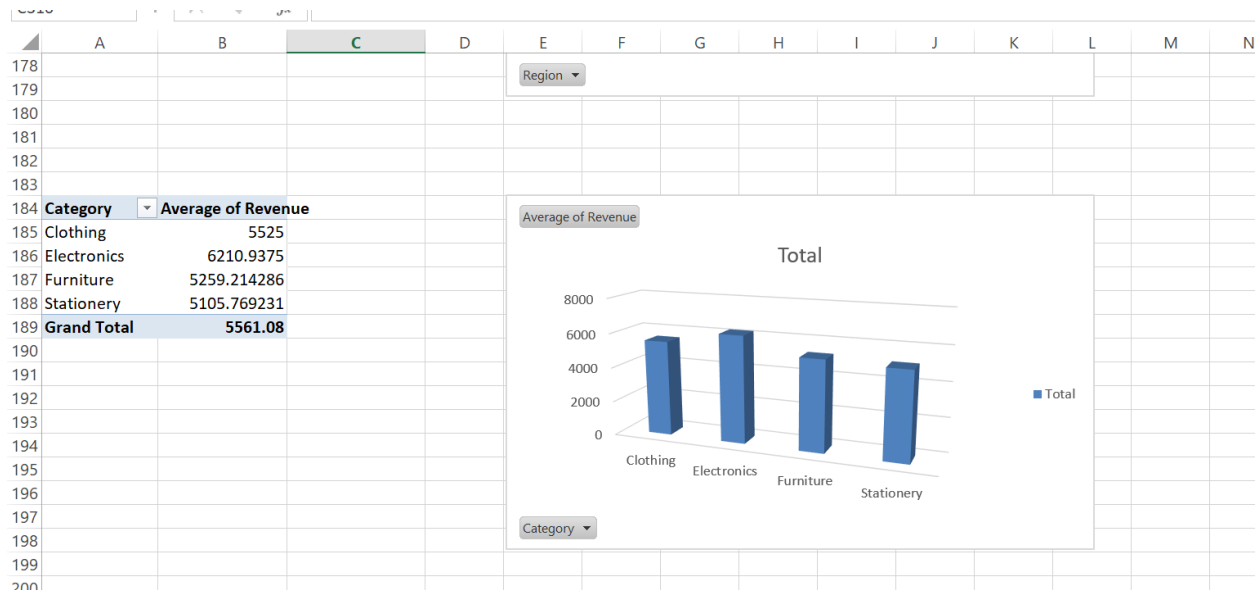
2. What is the total revenue by region (North, South, East, West)?



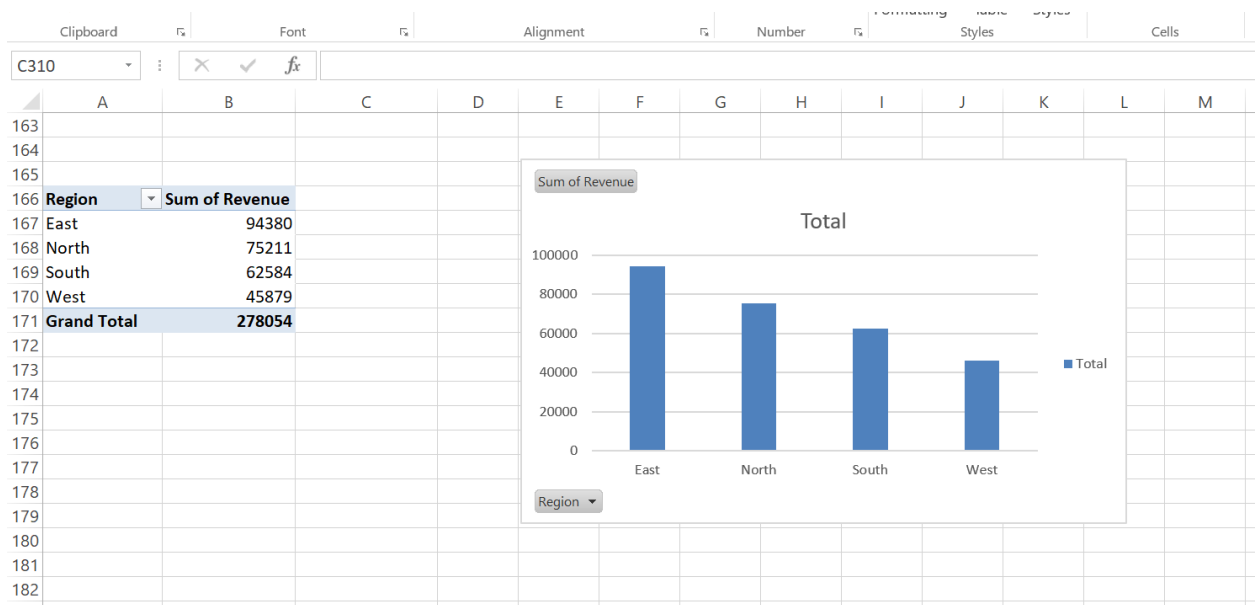
3. Which customer contributed the most revenue overall?



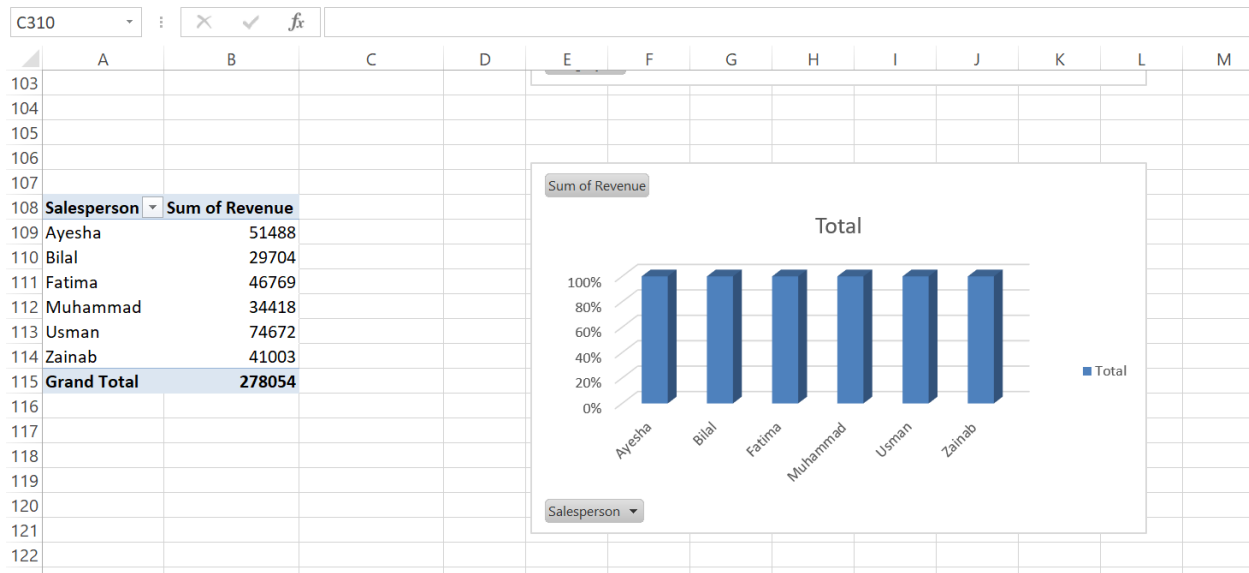
4. What is the average revenue per transaction for each product category?



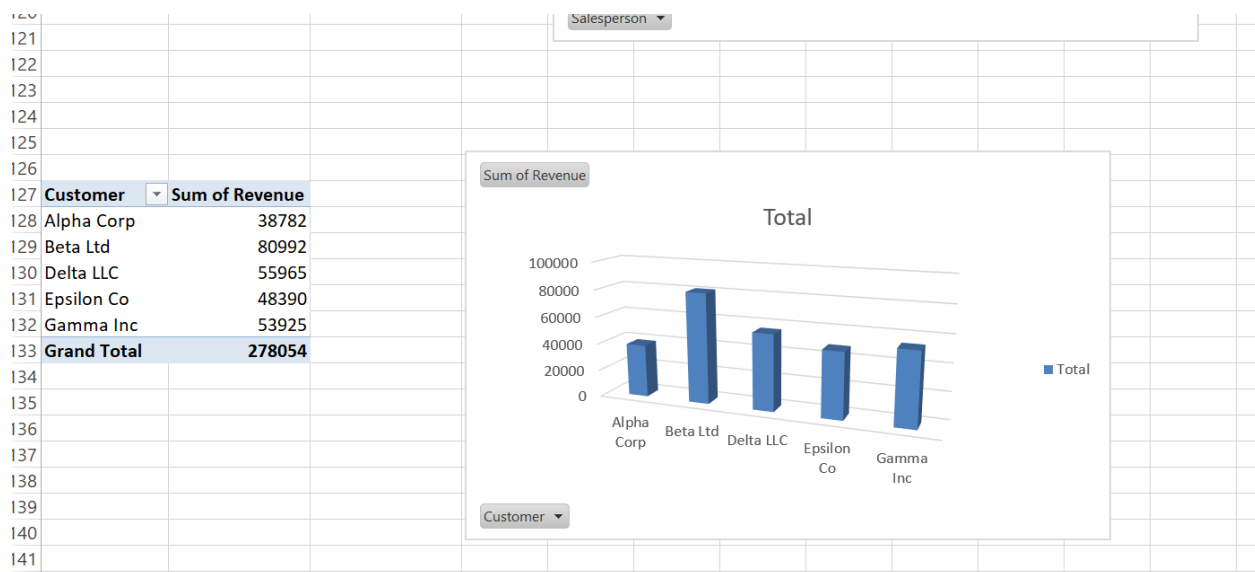
5. Which region had the highest sales in the “Electronics” category?



6. How does total revenue compare between male vs. female salespersons (if we assume gender mapping to names)?

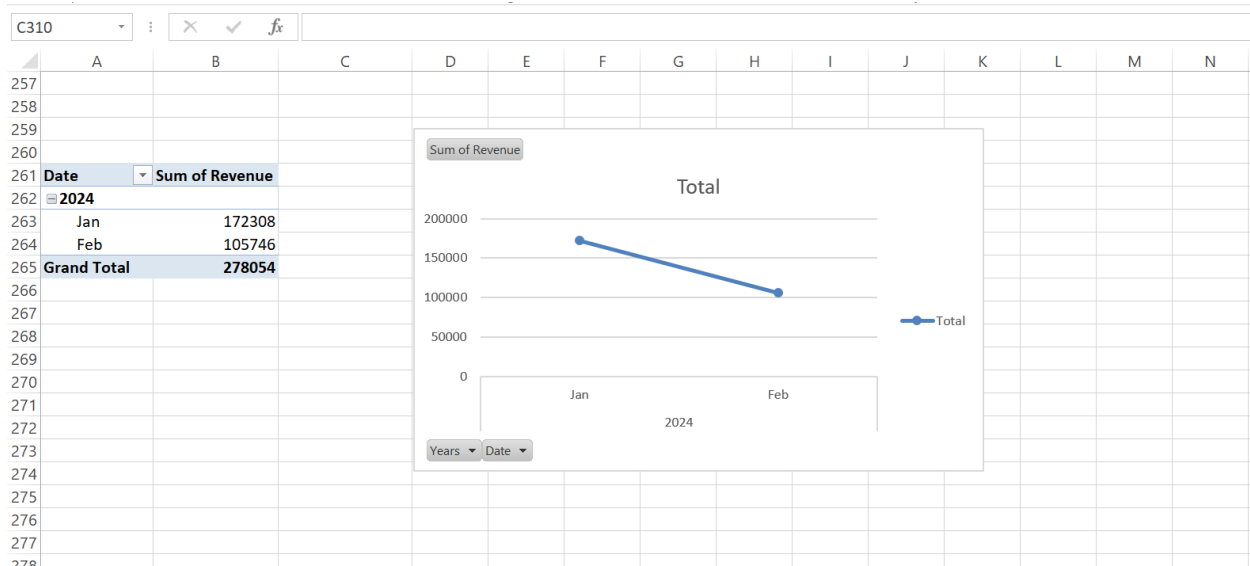


7. What are the top 5 customers by total revenue?

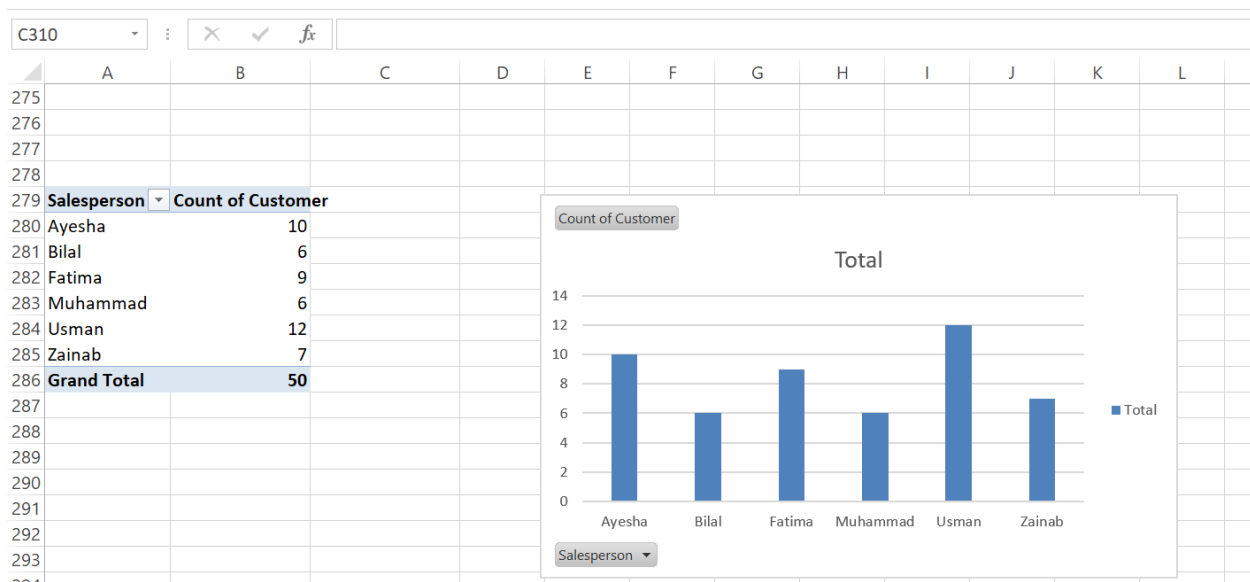


8. How has revenue trended month by month in 2024?





9. Which salesperson sold the most units (transactions count) across all categories?



10. What percentage of total revenue comes from each product category?

