**Friendly Cars Dealership Data Dictionary**

**amountPaid –** amount which is paid by customer till date.

**amountRemaining –** amount yet to be paid by the customer.

**attendingEmployee –** name of the dealership employee who attended the customer.

**billNumber –** bill number of the bill provided to the customer.

**carCapacity –** the number of people car can fit inside.

**carSold –** is the car sold (yes/no).

**carsSold –** it is the number of cars sold by the salesperson.

**carTradeIn –** is it a trade in car or new car (yes/no).

**carWeight –** it is the total weight of car.

**color –** the color of the car.

**customerAddress –** The address of the customer including city, street, zip code, house number etc.

**customerName –** it is the name of the customer.

**customersAttended–** it is the number of customers attended by a salesperson in a certain period of time.

**customerSource –** it is how the customer heard about the dealership newspaper, advertisement, radio, referral etc.

**customizationPurchased –** All the customizations purchased by customer.

**customizations –** the customization bought by the customer.

**cutsomerContact –** phone number of the customer.

**cylindersNumbers –** the number of cylinders the car has.

**dealershipFinancing –** did the customer get financing from dealership itself or their bank.

**deliveryDate -** it is the date the car was received at the dealership from manufacturer.

**deliverySize –** the total number of new cars delivered by the manufacturer.

**deliveryTime –** the time when the car was delivered to dealership from the manufacturer.

**doorNumbers –** the number of doors the car has.

**Email ID –** email id of the customer.

**employeeName –** it the name of the dealership employee.

**employeePosition –** The position/role of the employee at the dealership.

**extendedWarranty –** did the customer buy extended warranty (yes/no).

**insuranceCoverageReceived –** has the customer submitted his insurance coverage at the dealership.

**insuranceCoverageRemitted–** has the dealership forwarded and submitted the insurance coverage proof received from the customer to the state government (yes/no).

**listPrice –** it is the price set by manufacturer present on the price sticker.

**manufactureDate–** it is the date the car was made.

**manufacturePlace –** it the place where the car was manufactured.

**manufacturerName –** it is the name of the manufacturer of the car received in trade in.

**mileageAtDelivery -** it is the mileage that was recorded on the car when it was delivered.

**mileageAtReceiving -** it is the mileage that was recorded on the car when it was traded in for a new car.

**mileageAtSale–** it is the mileage that was recorded on the car during the time of sale.

**modelType –** model name and number of the car.

**overallSatisfactionWithCar (Rate from 0-5 where 5 is the highest) –** it is the review given by customer for the overall satisfaction with the car sold.

**priceSticker –** it is the sticker on every car placed by the manufacturer which contains all the information about the car.

**QuantityLeft –** Number of cars left for a specific model type.

**quantityReceived –** the number of cars received for the specific model.

**receivingEmployee –** employee who received and signed the new car delivery from manufacturer.

**referralContact –** phone number the person referred by the customer.

**referralEmail –** email id of the referral made by the customer.

**referralName –** it is the name of the person customer is referring for a car.

**refferal –** can the customer refer anyone who wants to purchase a car (yes/no).

**returnReason –** the reason for which the car was returned to the manufacturer.

**saleConverted –** did the customer buy any car (yes/no).

**saleDate –** it is the date the sale was made.

**salePeriodEnd –** end date of sale period considered for salesperson performance report.

**salePeriodStart –** the initial date for the time period which is considered for salesperson performance report.

**salePrice** – the price at which the car was sold.

**salesTaxes&LicenseFeeReceived -** was the sales taxes and license fee amount paid by the customer(yes/no).

**salesTaxes&LicenseFeeRemitted –** was the sales taxes and license fee amount sent to the state government(yes/no).

**saleTime–** the time at which the car was sold.

**satisfactionwithCustomizationsBought (Rate from 0-5 where 5 is the highest) –** it the review given by customer for the customizations they bought for the car.

**satisfactionwithDealership (Rate from 0-5 where 5 is the highest) –** it is the review given by customer to the dealership.

**satisfactionwithOverallServicesProvided (Rate from 0-5 where 5 is the highest) –** it is the review given by customer for the overall services provided by the dealership.

**satisfactionWithSalesperson (Rate from 0-5 where 5 is the highest) –** it is the review given by the customer of the salesperson who helped them the entire buying process.

**shipmentReturned –** if any delivery from manufacturer were returned or not (yes/no).

**soldBy-** name of the dealership employee who made sale and sold the car.

**suggestions/Complaints –** Any suggestion or complaints the customer has for dealership.

**totalCommissionEarned –** it is the total commission earned on cars sold by the salesperson for the given period of time.

**totalCustomizationCost –** it is the total cost of additional customization bought by the customer.

**Vehicle ID –** it is the unique id to identify the car.