## **Descriptive Statistics**

Descriptive statistics are always my starting point when analyzing any dataset. They help me understand what the data looks like overall. For instance, I can find the average (mean) sales, the middle value (median), or the most common value (mode). They also allow me to measure variation using tools like standard deviation or range, which show whether the data points are closely packed or widely spread out. Additionally, I can identify the minimum and maximum values and understand how the data is distributed—whether most sales are on the lower or higher end. This step is incredibly useful because it gives me a quick snapshot of the dataset and helps me identify trends, patterns, or anomalies that might require further investigation. For example, in a retail scenario, I might use descriptive statistics to calculate average daily sales or pinpoint days with unusually high or low sales, setting the stage for deeper analysis.