

Set of Analysis questions

- 1) What is the total revenue generated by each SKU?
- 2) Which product type has the highest total Revenue?
- 3) Which city generates the most revenue?
- 4) Which customer demographic generates the most revenue?
- 5) Customers distribution by location
- 6) Customers distribution and number of products sold
- 7) Which shipping carrier is the most preferred?
- 8) Which shipping carrier costs the most?
- 9) What is the Average lead time & Manufacture cost for all the products?
- 10) What is the most preferred Transportation Mode?
- 11) Which product type has the highest rate of defect?
- 12) Which transportation mode causes the highest rate of defect?
- 13) what are the most popular product types ?
- 14- How does demand vary across different product types ?
- 15- Which SKUs have the highest and lowest sales ?
- 16- Are there specific SKUs that contribute the most to revenue ?
- 17- What is the average revenue per product type ?
- 18- Which products contribute the most to total revenue?
- 19- What are the key demographic factors influencing purchases ?
- 20- Are there any demographic segments that buy specific products more frequently?
- 21- How do stock levels correlate with sales trends ?
- 22- Which products have the highest turnover rates ?
- 23- What is the average lead time for each product type ?
- 24- Are longer lead times affecting product availability and sales ?
- 25- What are the most common order quantities by product type ?
- 26- How does shipping time vary across different regions ?
- 27- What impact do shipping delays have on customer satisfaction?
- 28- Which carriers are most frequently used ?
- 29- How does carrier selection affect delivery time and cost?

- 30-What is the average shipping cost per order. ?
- 31-Are there significant cost variations between different shipping carriers?
- 32-Which suppliers provide the most products ?
- 34-How does supplier performance vary ?
- 35-How does supplier location affect lead times and shipping costs ?
- 36-Are there certain regions with more reliable suppliers?
- 37-What are the average lead times for different suppliers ?
- 38-Do longer lead times correlate with higher defect rates or lower customer satisfaction?
- 39-How do production volumes correlate with sales demand ?
- 40-Are there seasonal trends in production volumes?
- 41-How does manufacturing lead time vary by product type ?
- 42-Are there ways to reduce manufacturing lead time without affecting quality?
- 43-What are the primary cost drivers in manufacturing ?
- 44-Are there significant cost differences between suppliers?
- 45-What percentage of products pass inspection on the first attempt ?
- 46-Are there common reasons for inspection failures?
- 47-Which products have the highest defect rates ?
- 48-How do defect rates impact overall costs and customer satisfaction?
- 49- What are the most commonly used transportation modes ?
- 50- How does the transportation mode impact delivery times and costs?
- 51- Are there specific routes that are prone to delays ?
- 52- How do route variations affect overall shipping costs?
- 53-What are the average transportation costs for each mode?
- 54- Are there opportunities to optimize routes and reduce costs?

forecasting questions

Sales:

- Which products contribute the most to total revenue?
- Which customer demographic generates the most revenue?
- How does demand vary across different product types ?
- which SKUs have the highest and lowest sales ?

Are there any demographic segments that buy specific products more frequently?

Customers distribution and number of products sold.

Supply chain:

How does supplier performance vary ?

What is the Average lead time & Manufacture cost for all the products?

Which suppliers provide the most products ?

Which product type has the highest defect rate?

How do production volumes correlate with sales demand ?

What are the Products Inspection results ?

Are there significant cost differences between suppliers?

Shipping:

Which shipping carrier is the most preferred?

Which shipping carrier costs the most?

What is the most preferred Transportation Mode?

Which transportation mode causes the highest rate of defect?

What are the average transportation costs for each mode?