1.A : Filtered the dashboard based on tables and the three states with the highest aggregate sales are **California(45,430), Washington(25,602) and Texas(15,761).**

Graphical user interface, application, map

Description automatically generated

2A:

In November month of 2022 year, the sales of furniture products was highest, leading to 37,057 sales

Chart

Description automatically generated

3A: For December 2021, the sales of tables was the highest(14,563)

Graphical user interface, application

Description automatically generated

A picture containing graphical user interface

Description automatically generated

4A

Graphical user interface, application

Description automatically generated

The highest profit margin for office supplies is 0.4390 which belongs to labels subcategory

Graphical user interface, application

Description automatically generated

If we observe the sales trend, there has been lot of fluctuations in the sales. The sales kept rising and falling, but during March to April 2022, the fall of sales was not sharp and was minute, which decreased from 224 to 193.

5. On the map, narrow down to the state of California (click on California and use it as a filter). Select Technology products from the base table (use it as filter) and then inspect the sparklines. Based on your inspection, provide a short, one-paragraph report to top management on the sales trends for Technology products, where you see the opportunities for growth, and where you believe there are major concerns.

Graphical user interface

Description automatically generatedGraphical user interface, application

Description automatically generated

From January to February sales stooped low but the opportunity of growth was observed later and had pleasant growth till October and grew sharply in November. Similar pattern of low sales and sudden increase followed by stable growth and falling can be observed till 2022. For improving sales in 2023, it would be better to concentrate on both high and low profit margin subcategories and increase their sales to contribute to overall benefit.