

Business Forecasting

Homework Week 3

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1. Description of Excel file data:

The excel file contains quarterly financial data for Tesla.

Data includes revenue, units sold, units produced, and inventory.

2. Detailed Description of the Data: Data Dictionary

Variable Name	Readable Variable Name	Measurement Units	Allowed Values	Definition Of Variable
Qtr_Year	Qtr_Year	Description Value	Text	Quarter and year data was collected.
3 Months Ending	Qtr_End	Date Value	MM/DD/YYYY	Date quarter ended.
Revenue	Total Revenue	USD Millions	Numeric	Total Revenue from all income sources.
Automotive & Services and Other	Auto_Service_Other	USD Millions	Numeric	Revenue from Autos, Service, & Other
Automotive	Total_Auto_Rev	USD Millions	Numeric	Revenue from Autos
Automotive	Auto_Rev	USD Millions	Numeric	Revenue from Auto Sales
Automotive Leasing	Auto_Lease_Rev	USD Millions	Numeric	Revenue from Auto Lease
Automotive Excluding Regulatory Credits	Auto_Credits	USD Millions	Numeric	Revenue from Auto Credits
Service & Other	Service_Rev	USD Millions	Numeric	Revenue from Service & Other Sources
Energy Generation & Storage	Total_Energy_Rev	USD Millions	Numeric	Total Energy Generation and Storage Revenue
Energy Generation & Storage	Energy_Sto_Rev	USD Millions	Numeric	Total Energy and Storage Revenue
Energy Generation & Storage Leasing	Energy_Sto_Lease_Rev	USD Millions	Numeric	Total Energy and Storage Lease Revenue
Vehicles Sold - Worldwide	Veh_Sold_World	Vehicle	Numeric	Total Vehicles sold worldwide
Model 3 / Y	Total_Sold_3_Y	Vehicle	Numeric	Total Model 3 and Y vehicles sold
Model S / X	Total_Sold_S_X	Vehicle	Numeric	Total Model S and X vehicles sold
Model X	Total_Sold_X	Vehicle	Numeric	Total Model X sold
Model S	Total_Sold_S	Vehicle	Numeric	Total Model S sold
Vehicles Produced - Worldwide	Total_Prod_World	Vehicle	Numeric	Total Vehicles produced Worldwide
Model 3 / Y	Total_Prod_3_Y	Vehicle	Numeric	Total Model 3 and Y vehicles produced
Model S / X	Total_Prod_S_X	Vehicle	Numeric	Total Model S and X vehicles produced
Inventory Finished Goods	Inv_Finish_Goods	Vehicle	Numeric	Total Vehicles held in Inventory

3. Data Collection Method

The data is collected every quarter by the company.

4. Why does this data intrigue you?

I am intrigued by this data for several reasons:

- I am interested in how electric vehicle sales are progressing.
- I am interested in Tesla because I am interested in learning/uncovering how overall economic factors, regulation, supply chain issues, increasing competition, etc will play a role in their overall sales and how it could impact their revenue forecast.
- Also, I believe that Tesla forecast could serve as a good basis or template to build forecasts for other manufacturing companies.