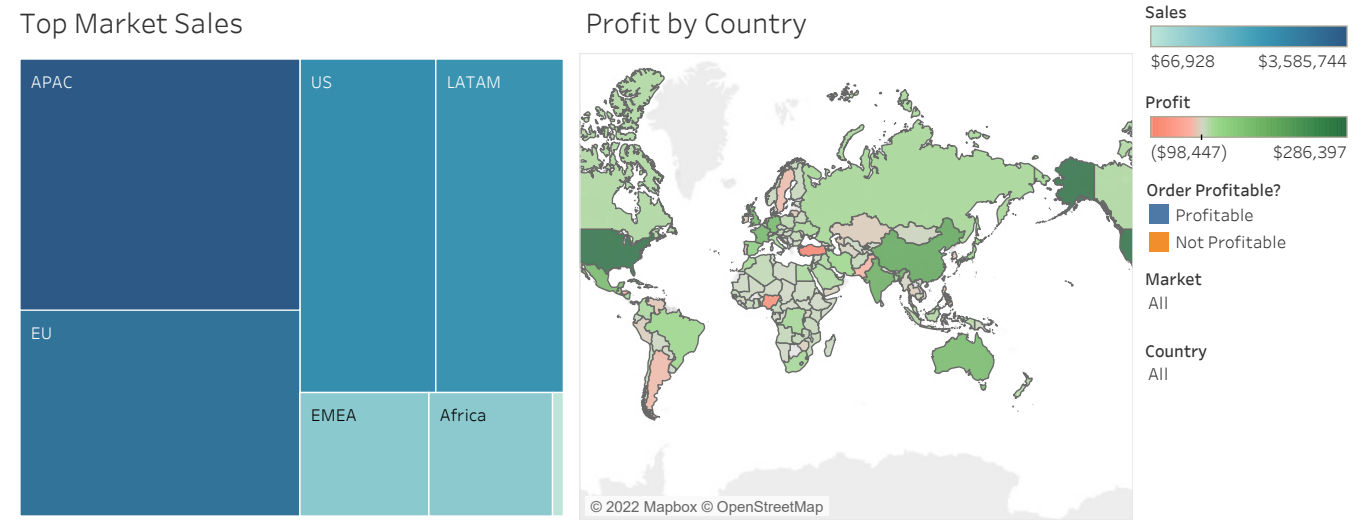
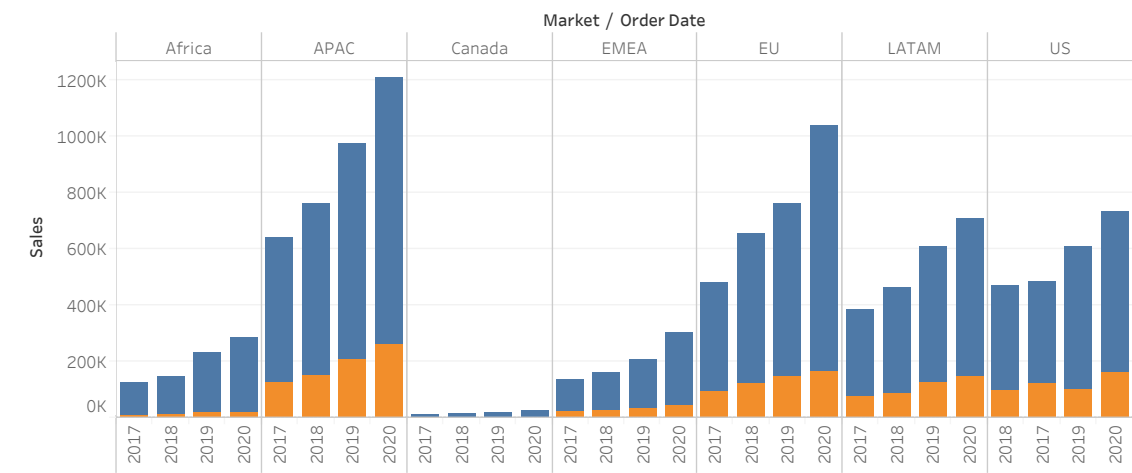


Coursework

An international view, showing the sales and profit health of all markets and countries.	The APAC market is the largest among all markets, with the most sales. Australia, in particular, is the country that contributes the most to its sales.	Canada is a country with a market of its own, and contributes the least to sales and profits.	The US is also a country with a market of its own, but is the most profitable country among the others. Despite being the only country in its own market category, it places 3rd in top market sales.	This is a sales and profit overview of the US market. Immediately, we notice that sales hit their peaks in March, September, November and December consistently. As such, this data has seasonality.
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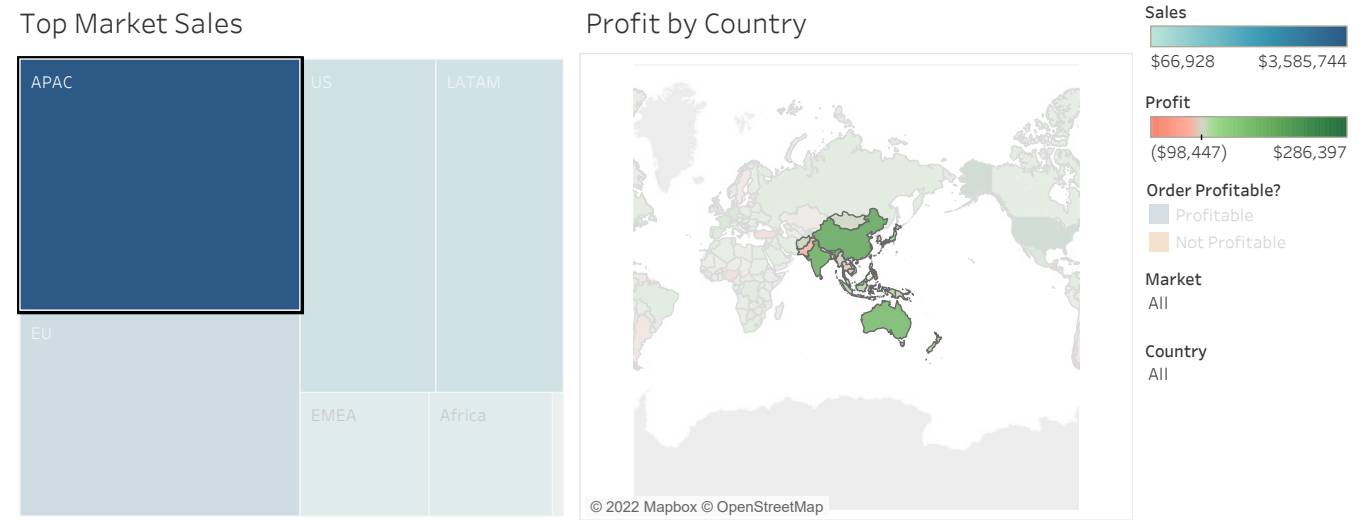


Profit to Not Profitable by Market

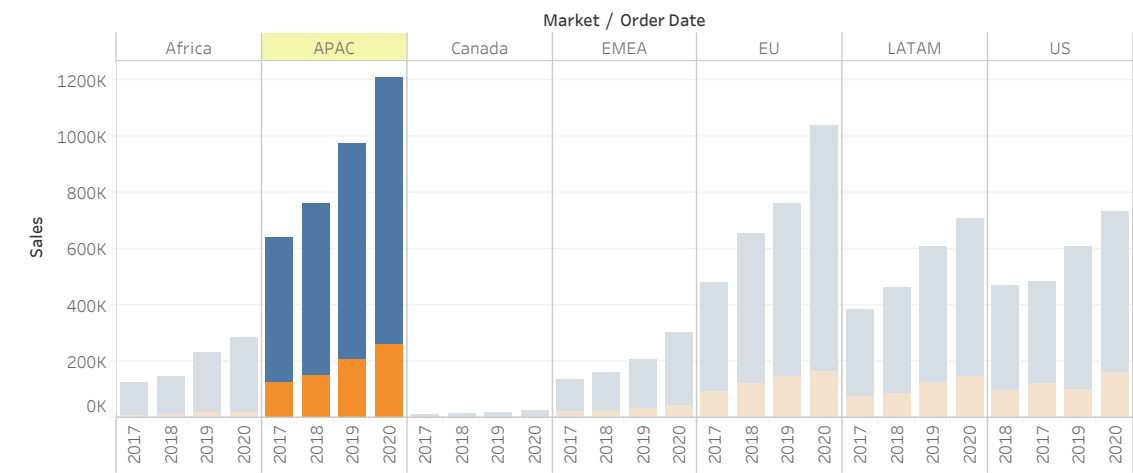


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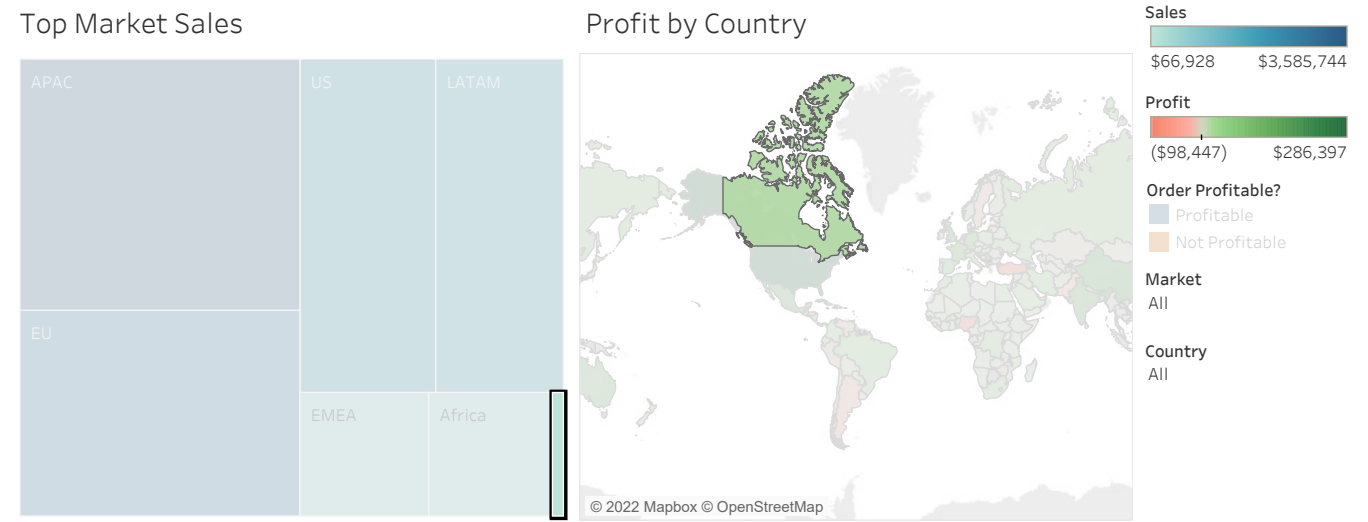


Profit to Not Profitable by Market

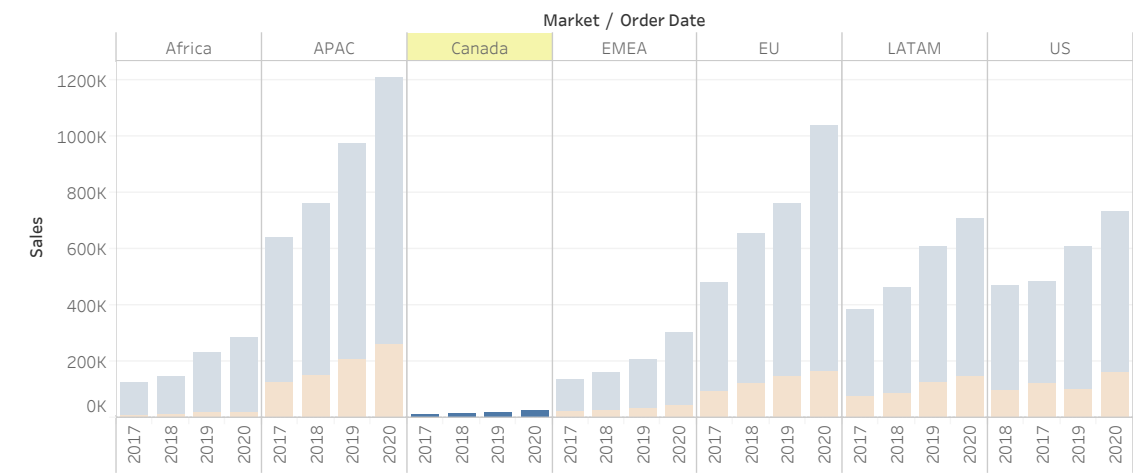


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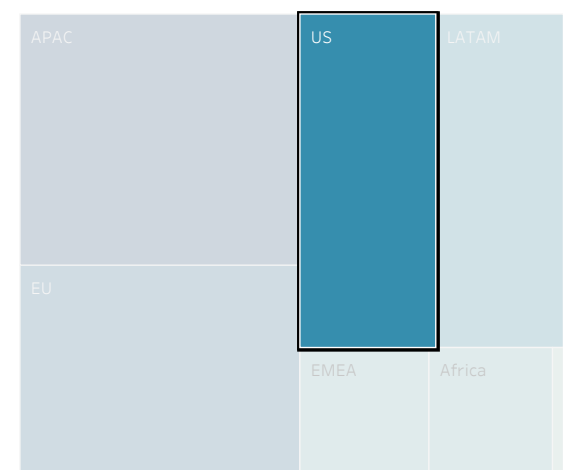
Profit to Not Profitable by Market



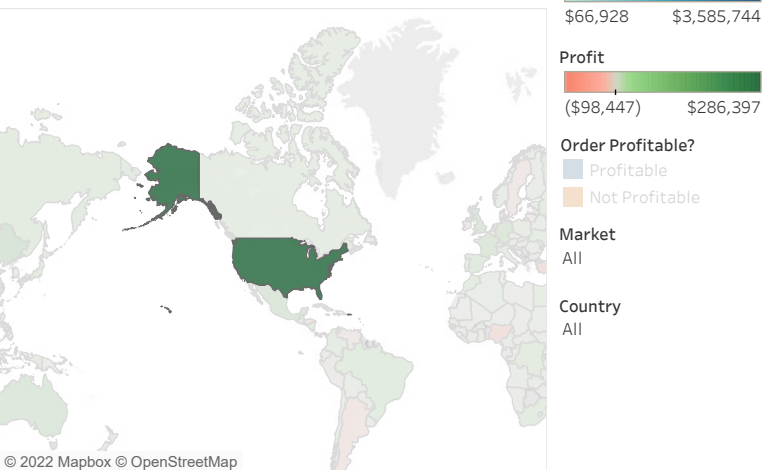
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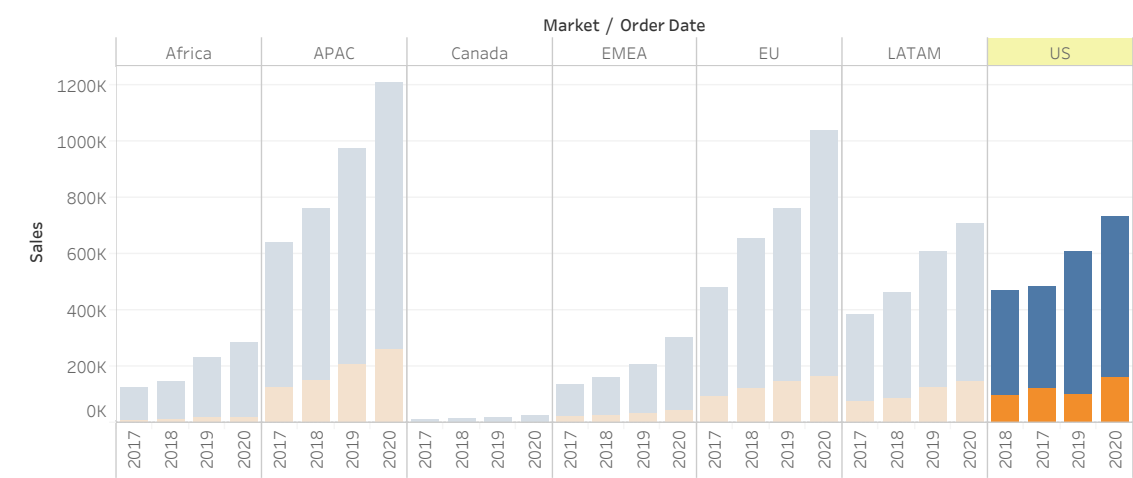
Top Market Sales



Profit by Country



Profit to Not Profitable by Market



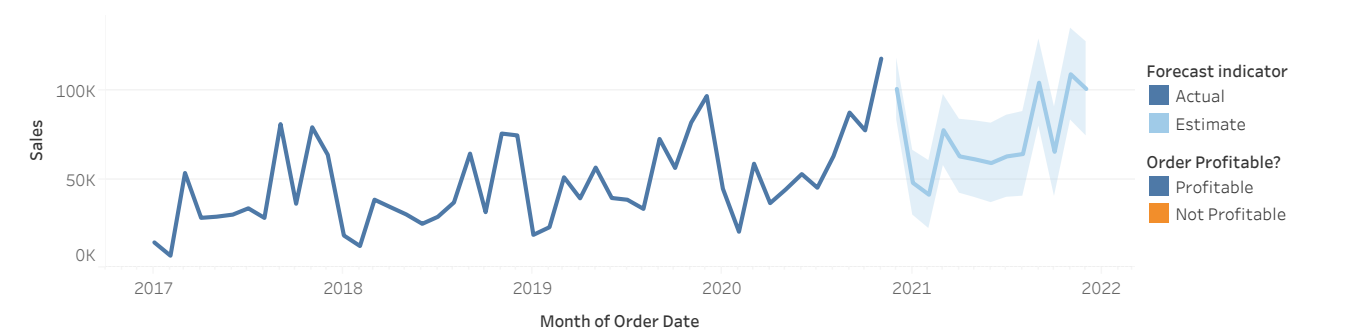
Coursework

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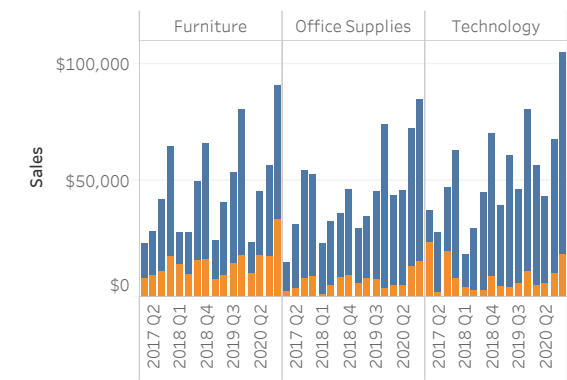
Overview

Sales	Sales per Customer	Profit per Custom..	Profit	Profit Ratio	Avg. Discount	Quantity	Segment
\$2,297,200.86	\$2,896.85	\$361.16	\$286,397.02	12.47%	15.62%	37,873	All
Category	Sales	Sales per Custo..	Profit per Cust..	Profit	Profit Ratio	Avg. Discount	Quantity
Furniture	\$741,999.80	\$1,049.50	\$26.10	\$18,451	2.49%	17.39%	8,028
Office Supplies	\$719,047.03	\$912.50	\$155.45	\$122,491	17.04%	15.73%	22,906
Technology	\$836,154.03	\$1,217.11	\$211.72	\$145,455	17.40%	13.23%	6,939
							Category All

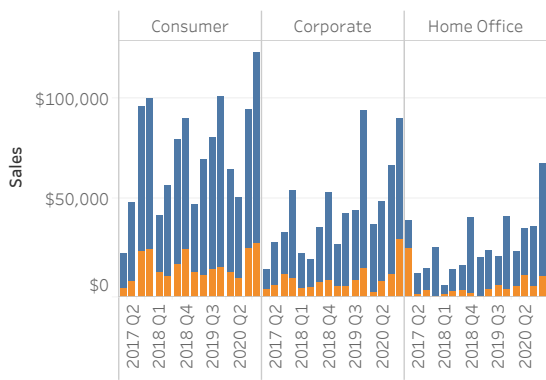
Forecast



Quarterly Sales by Category



Quarterly Sales by Segment



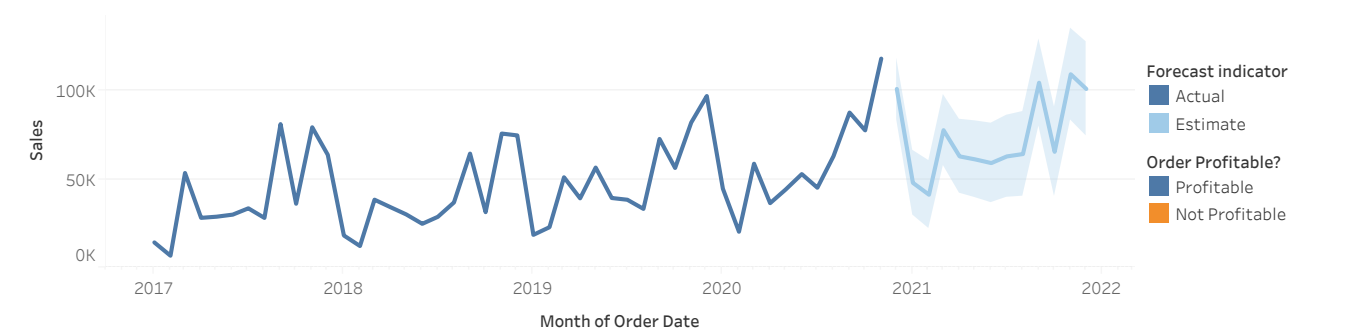
Coursework

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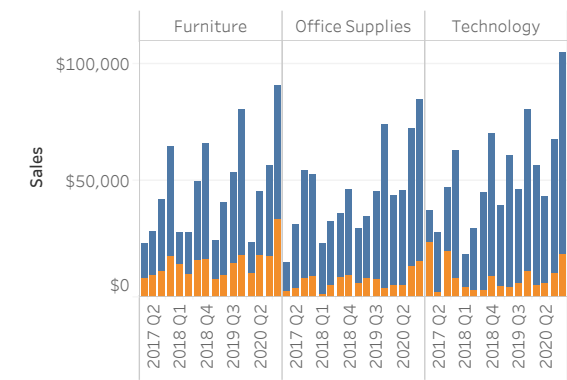
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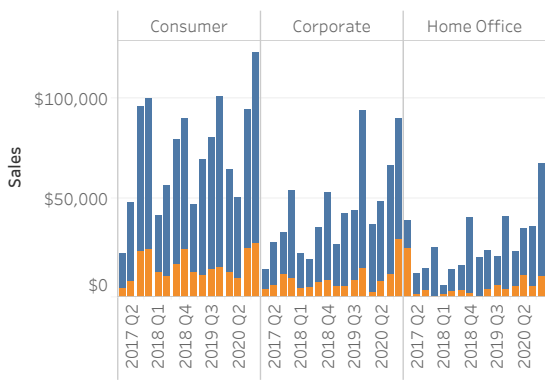
Forecast



Quarterly Sales by Category



Quarterly Sales by Segment



Coursework

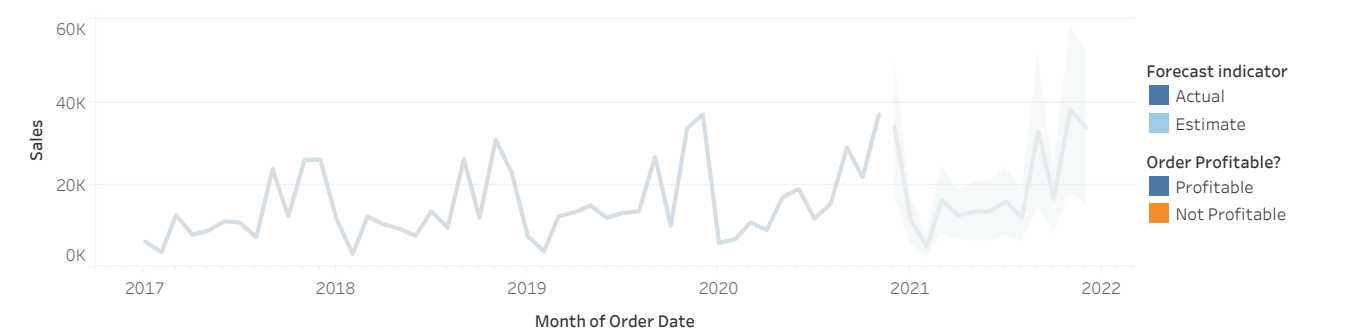
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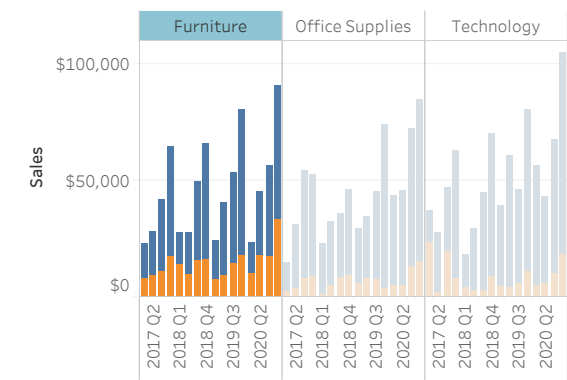
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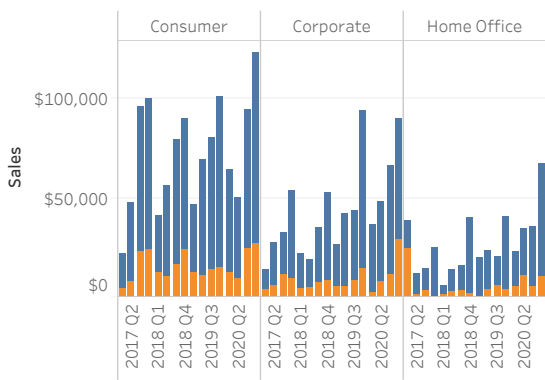
Forecast



Quarterly Sales by Category



Quarterly Sales by Segment



Coursework

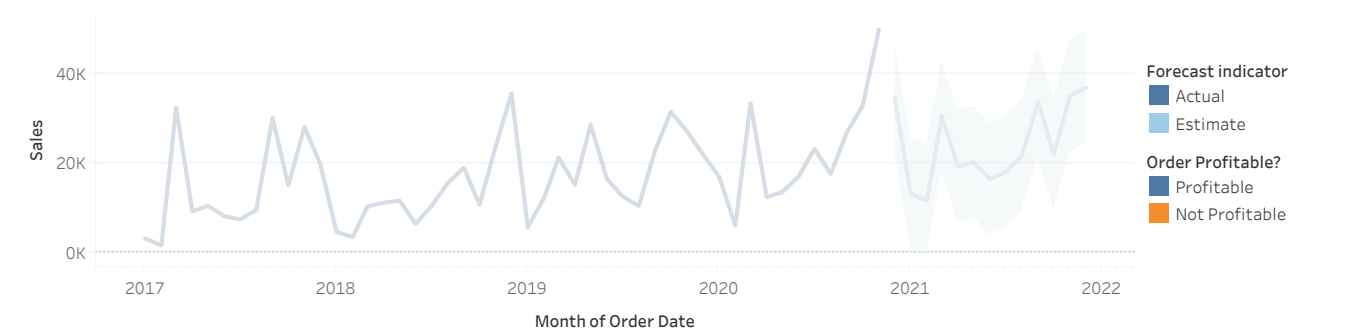
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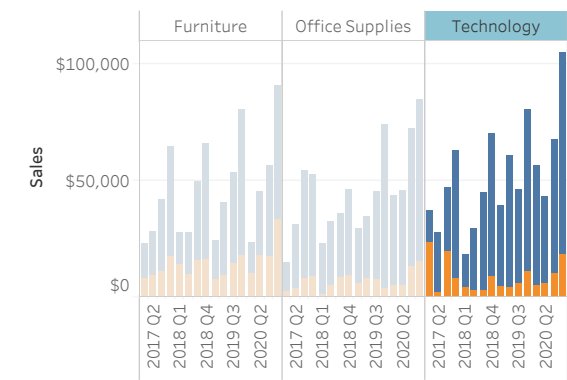
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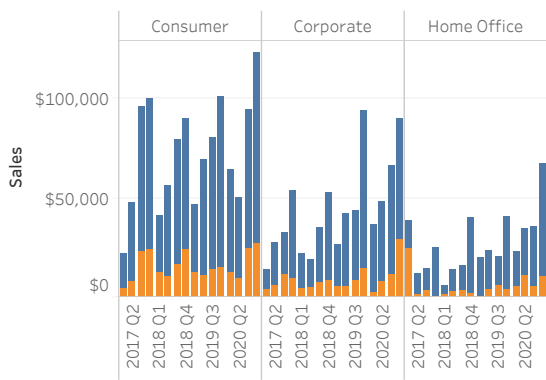
Forecast



Quarterly Sales by Category



Quarterly Sales by Segment

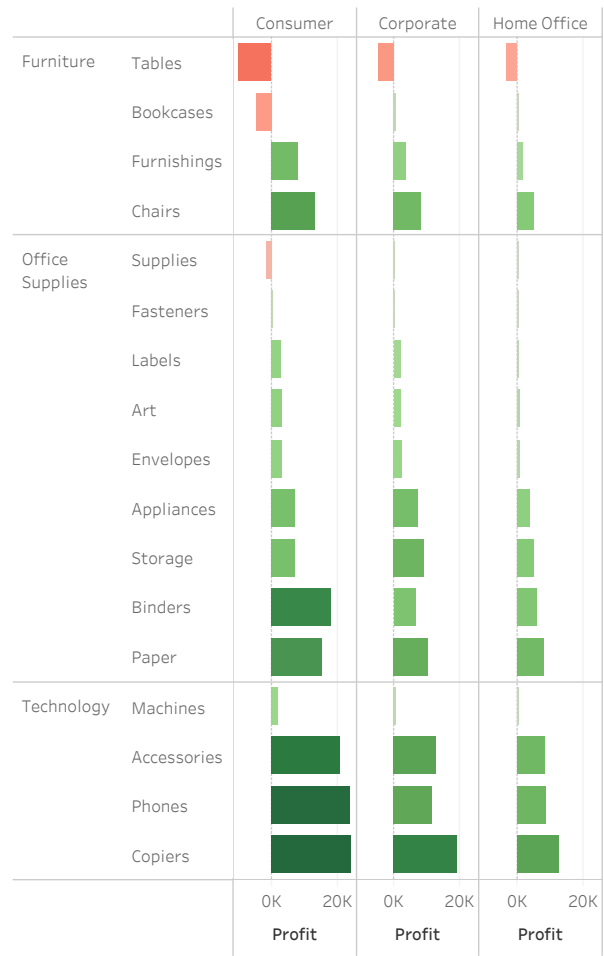


Coursework

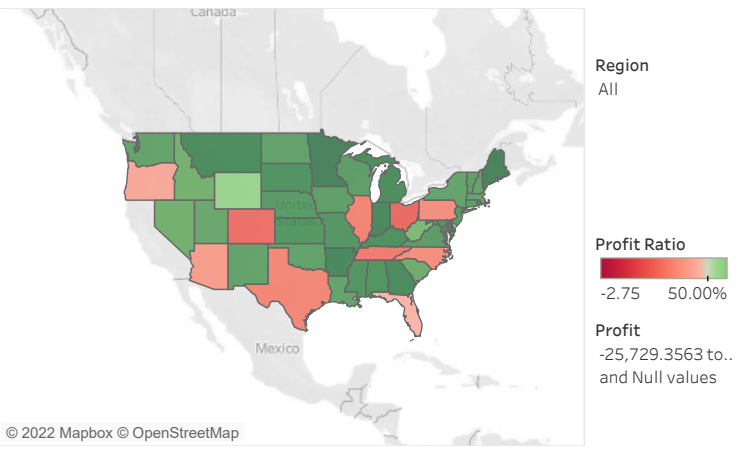
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Profit Overview

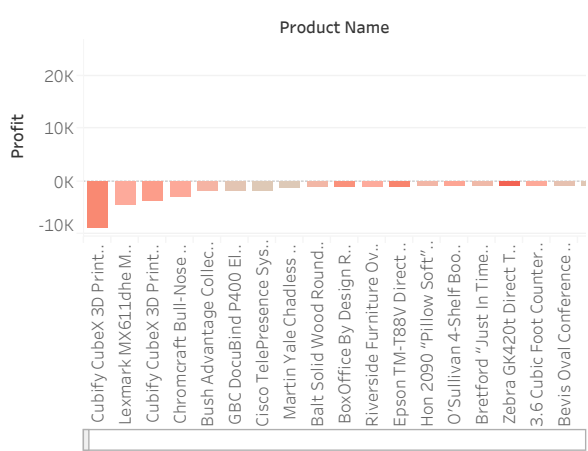
Profit by Segment



Profit by State



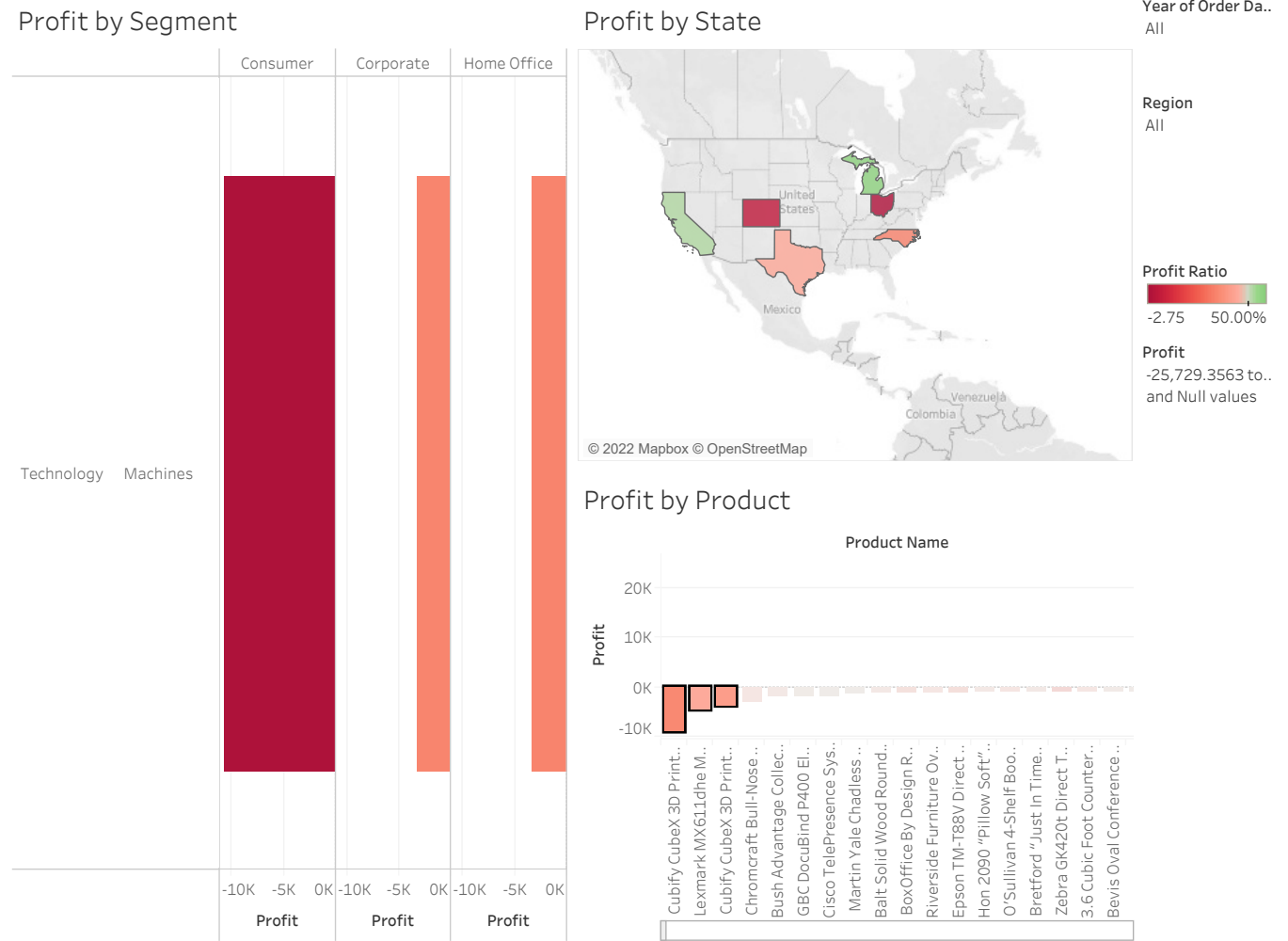
Profit by Product



Coursework

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Profit Overview

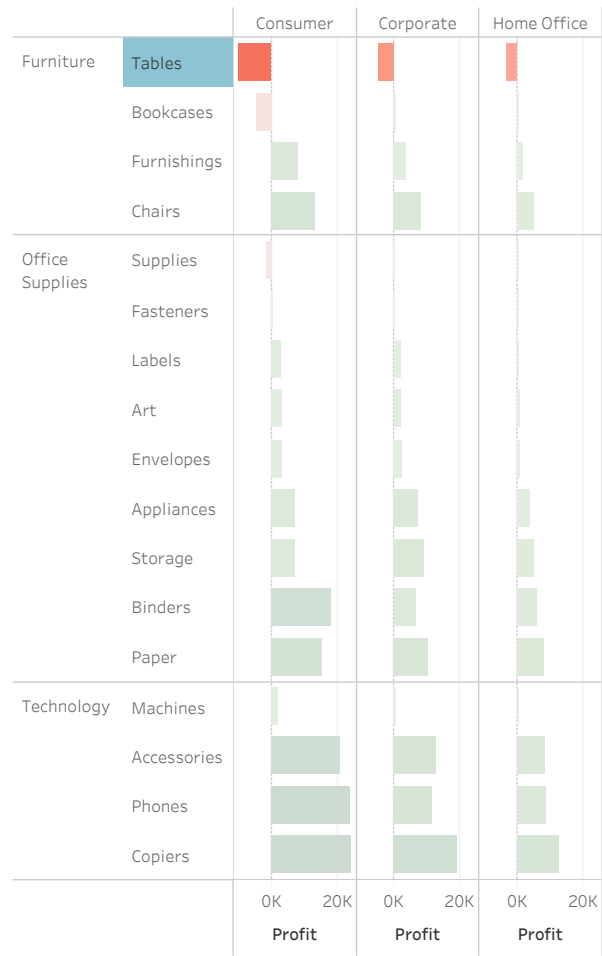


Coursework

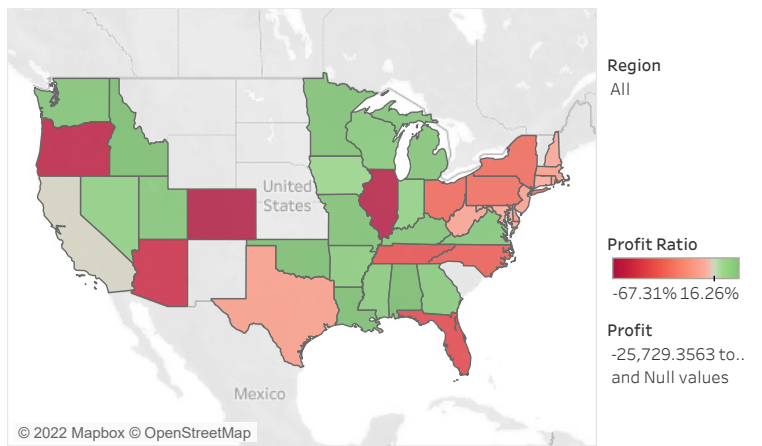
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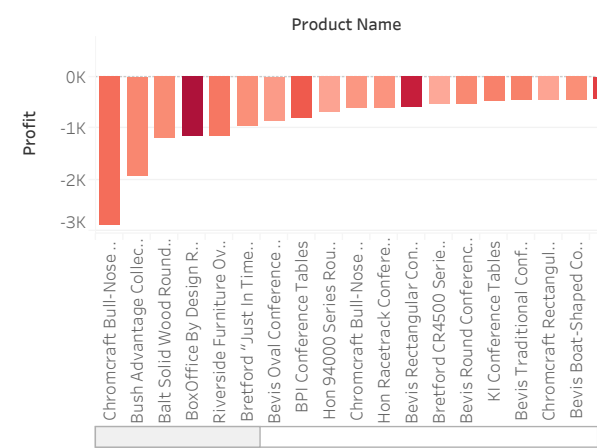
Profit by Segment



Profit by State



Profit by Product

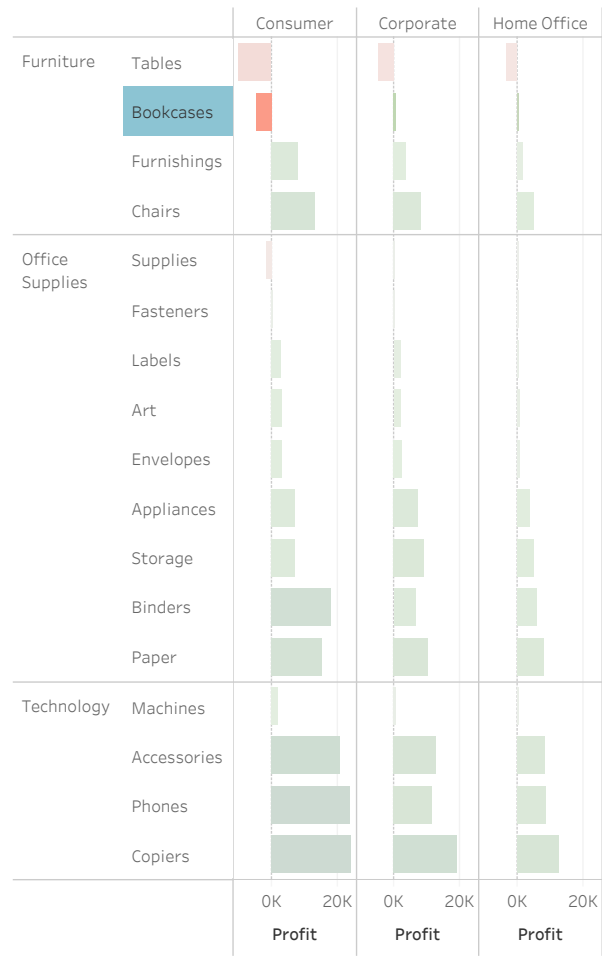


Coursework

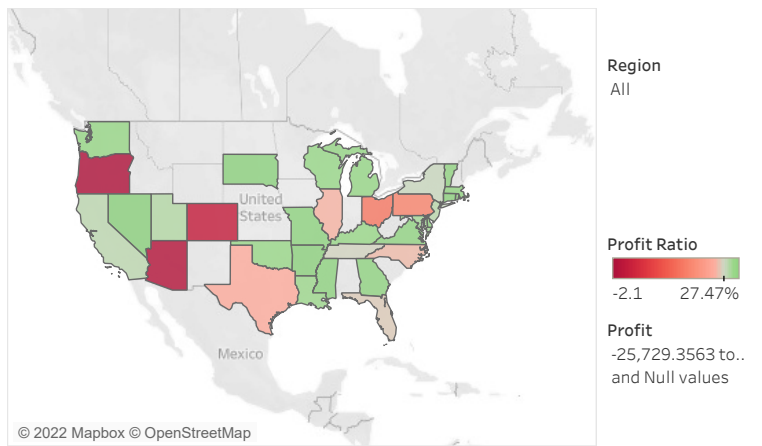
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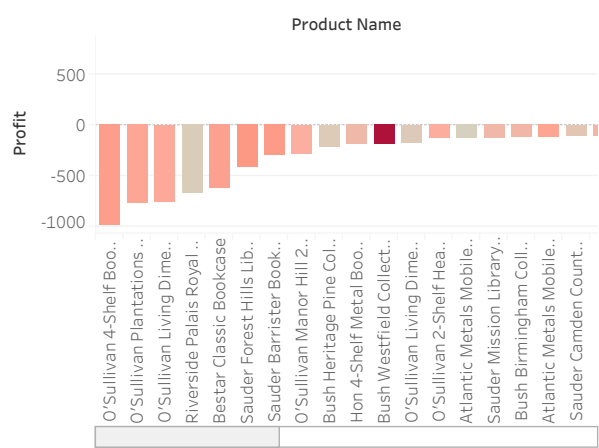
Profit by Segment



Profit by State



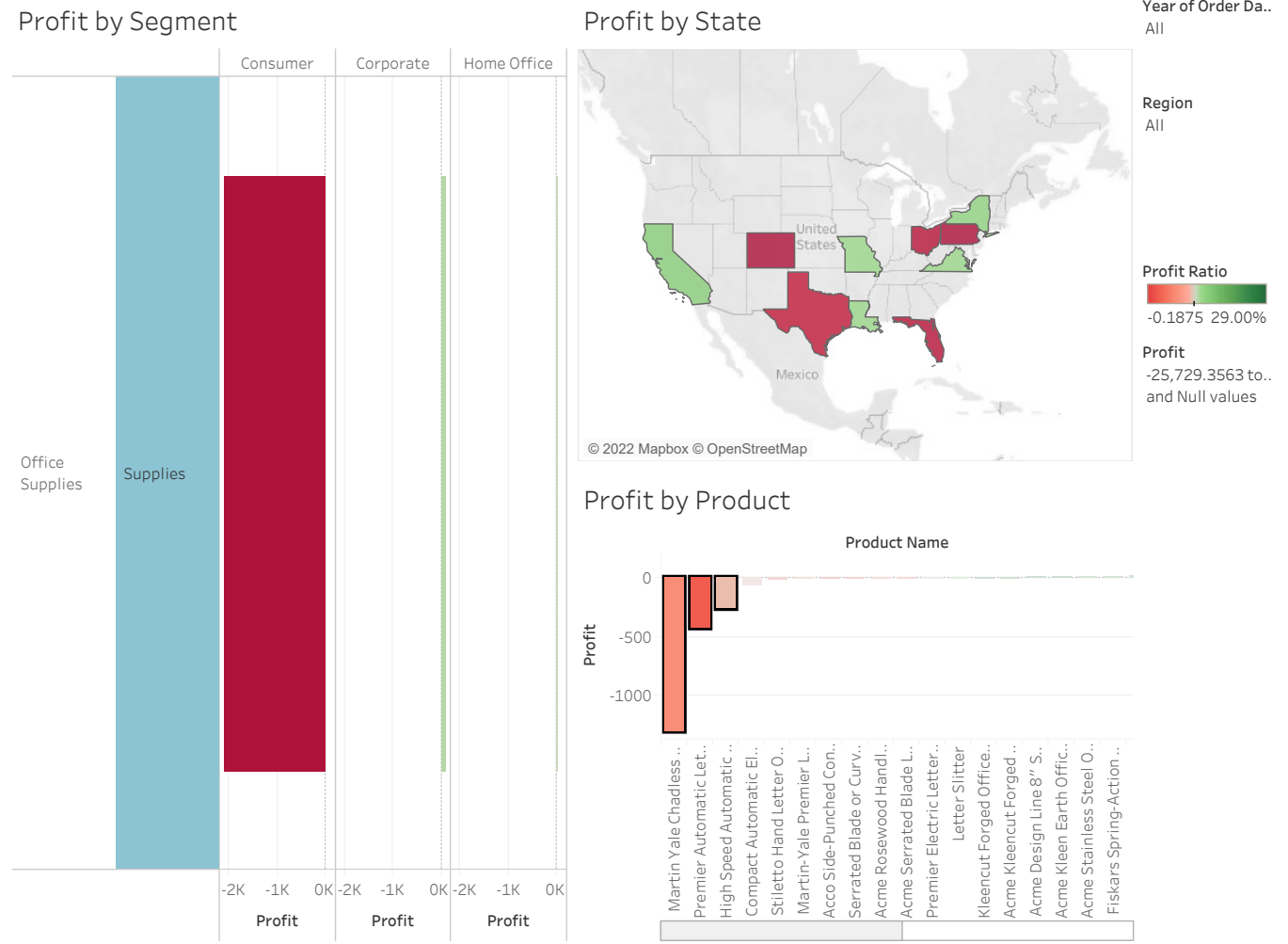
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Coursework

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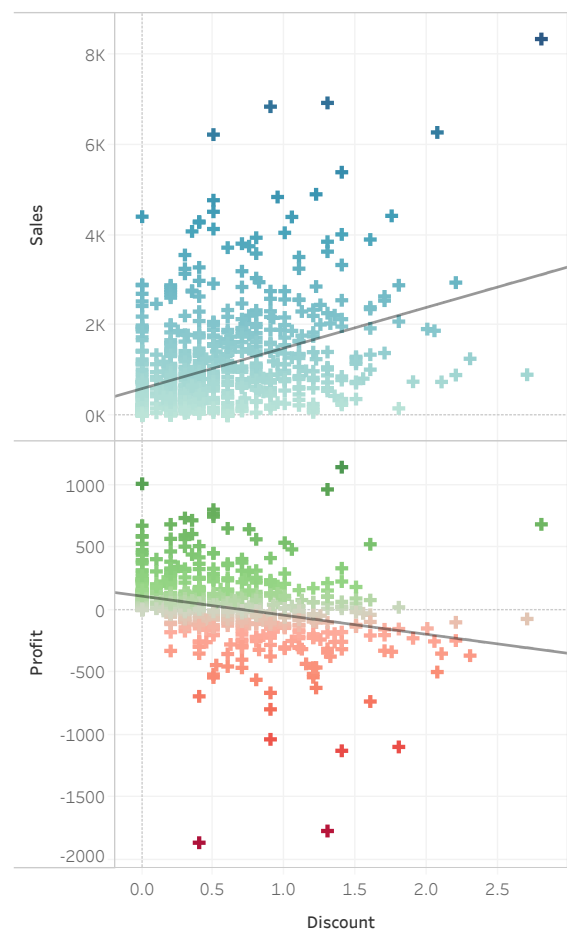


Coursework

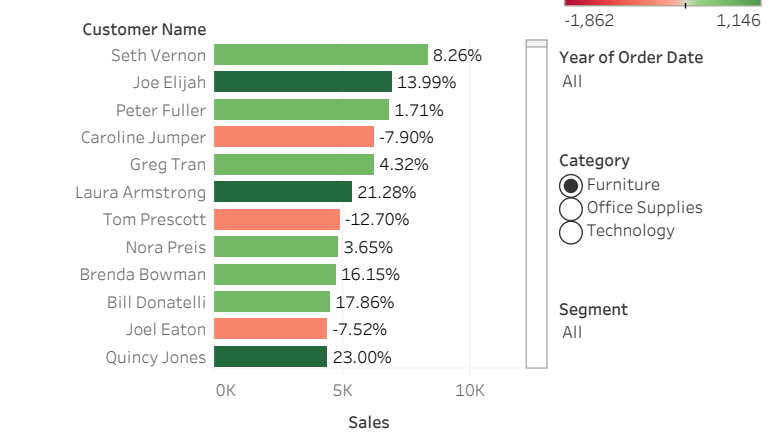
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Customer Analysis

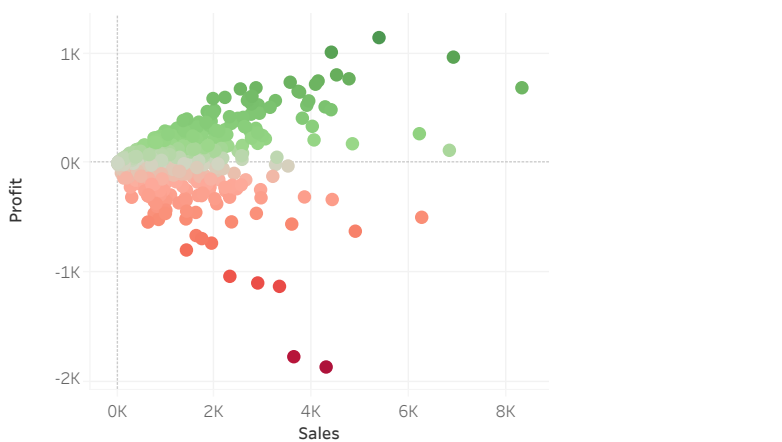
Profit and Sales by Discount



Top Sales by Customer



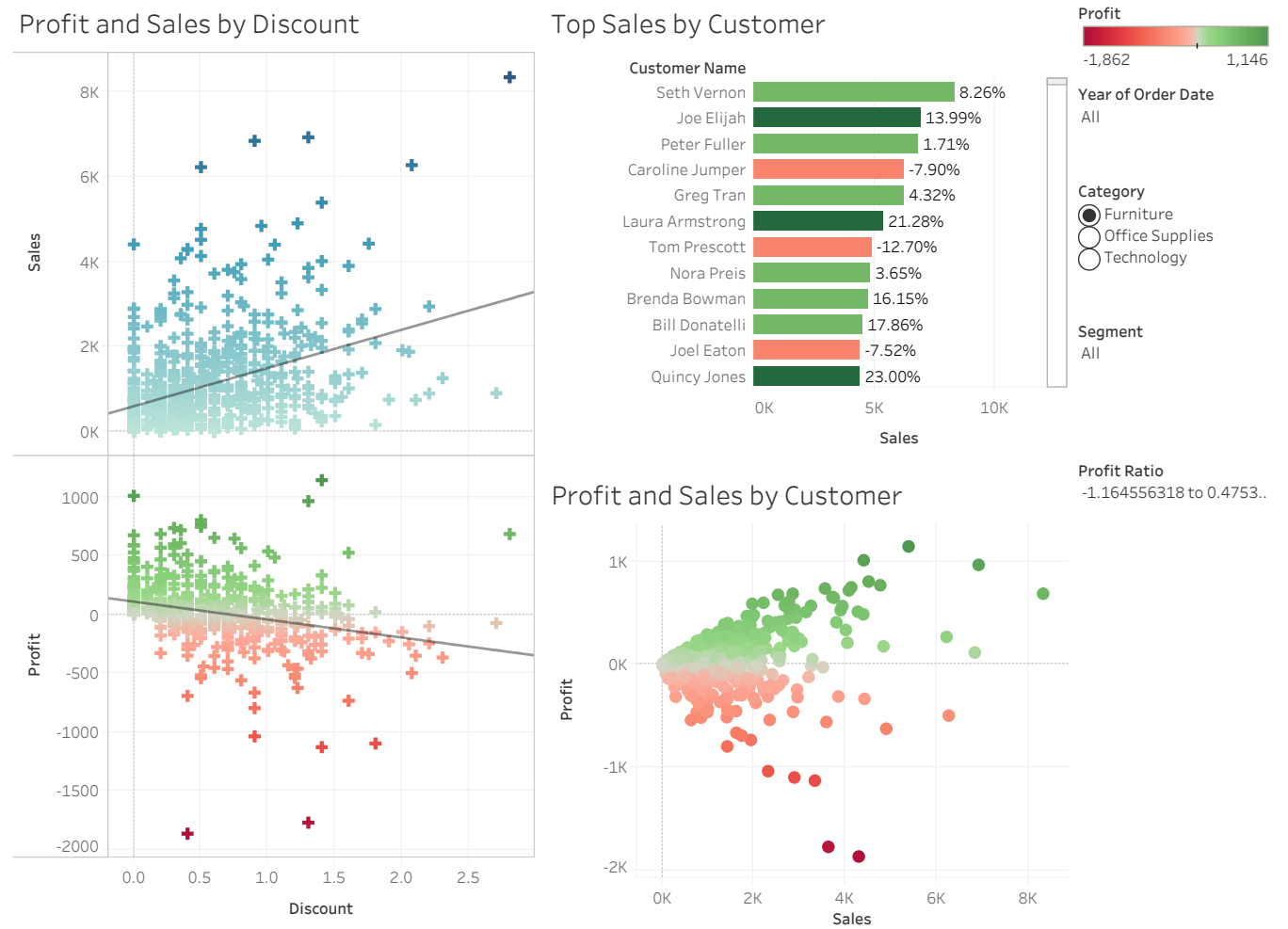
Profit and Sales by Customer



Coursework

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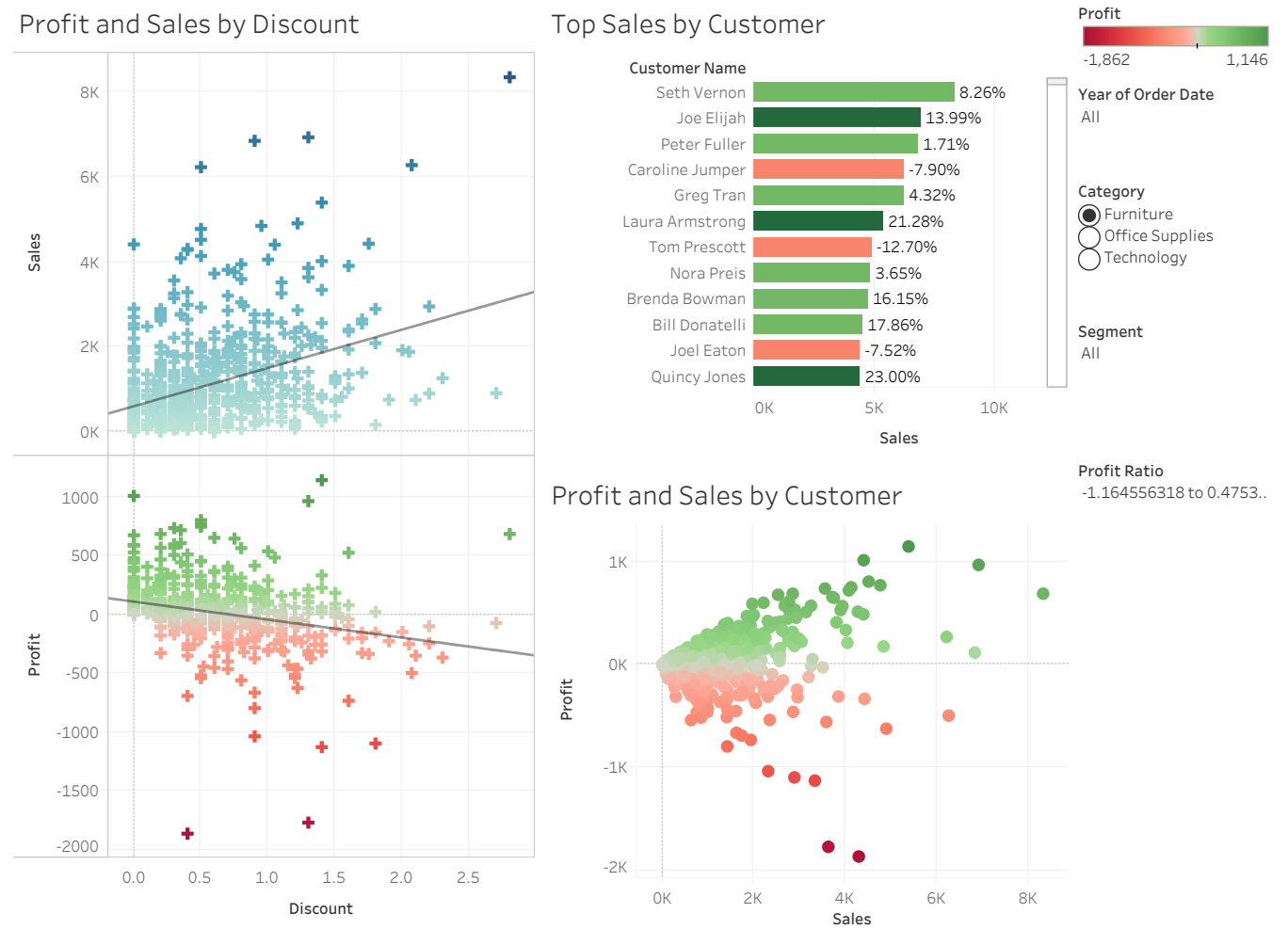
Customer Analysis



Coursework

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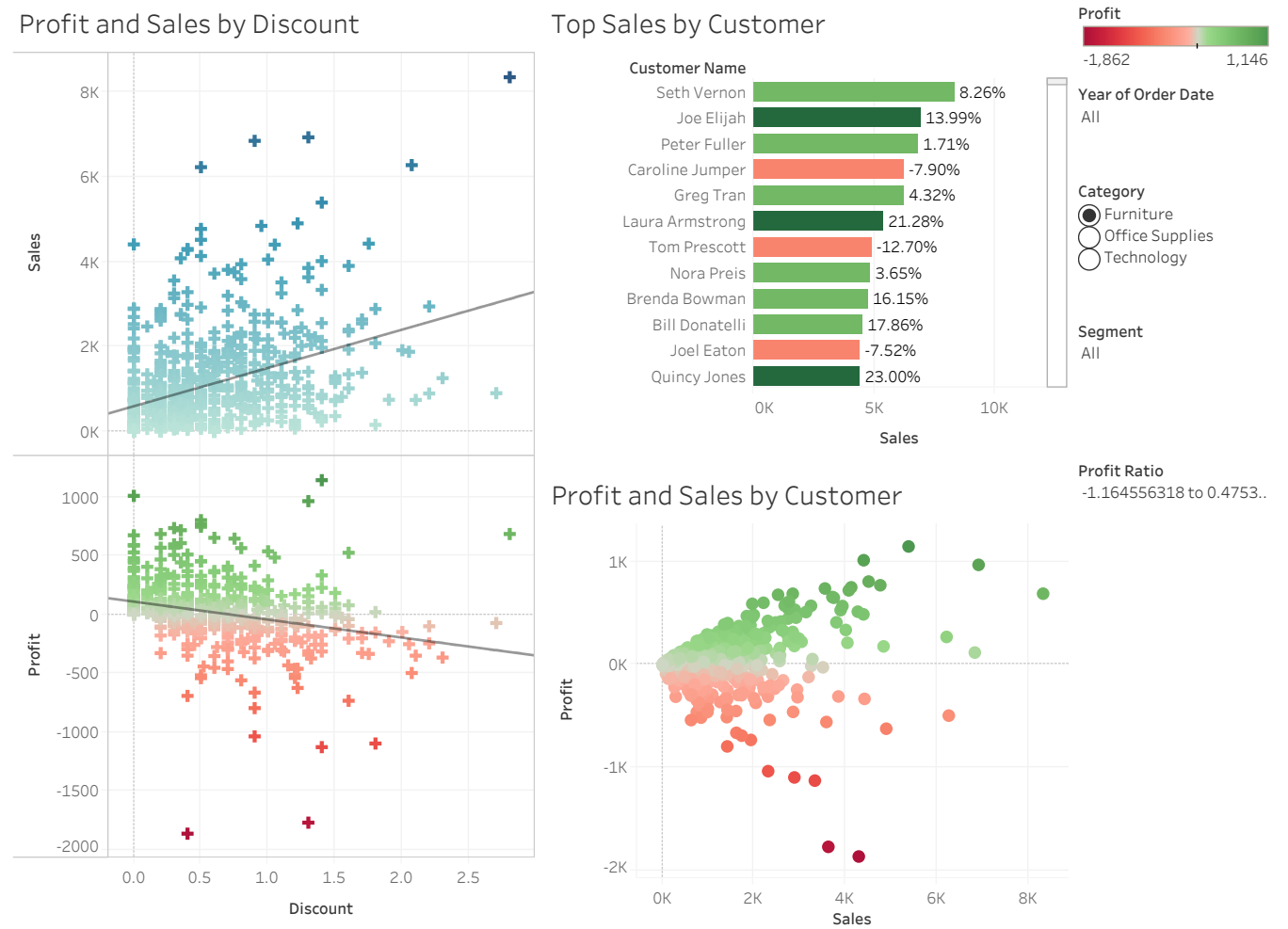
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Coursework

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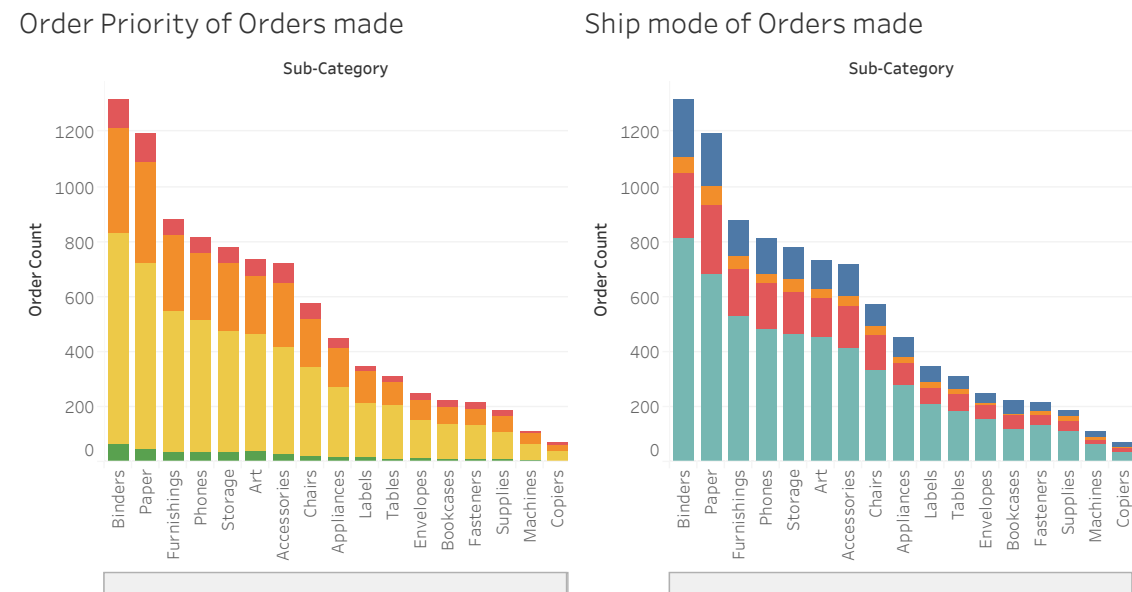
Total Shipping Costs					Avg. Shipping Costs				
Order Priority	Same Day	First Class	Second Class	Standard Class	Order Priority	Same Day	First Class	Second Class	Standard Class
Critical	\$8,334	\$16,502	\$14,956		Critical	\$54	\$49	\$52	
High	\$11,851	\$25,583	\$22,670	\$33,575	High	\$43	\$36	\$30	\$25
Medium	\$2,803	\$12,620	\$17,390	\$61,765	Medium	\$24	\$25	\$19	\$15
Low				\$10,125	Low				\$23

Order Priority

Sub-Category

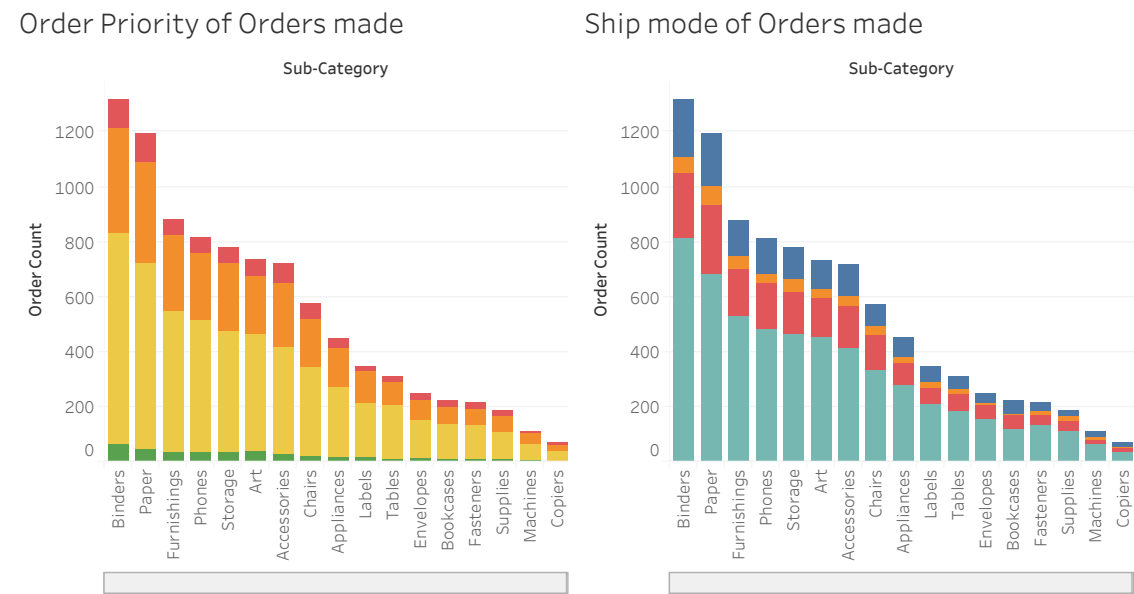
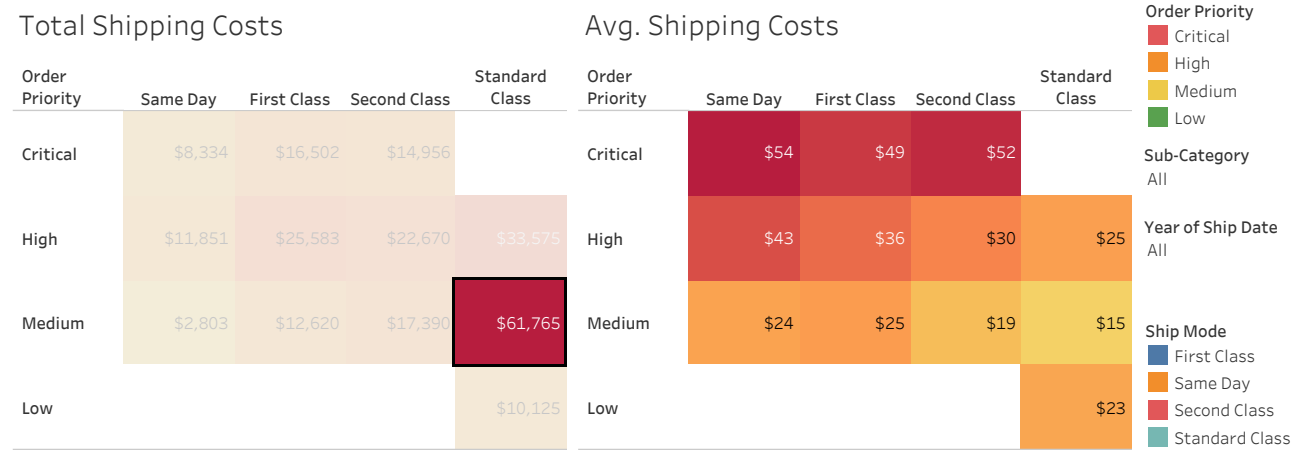
Year of Ship Date

Ship Mode



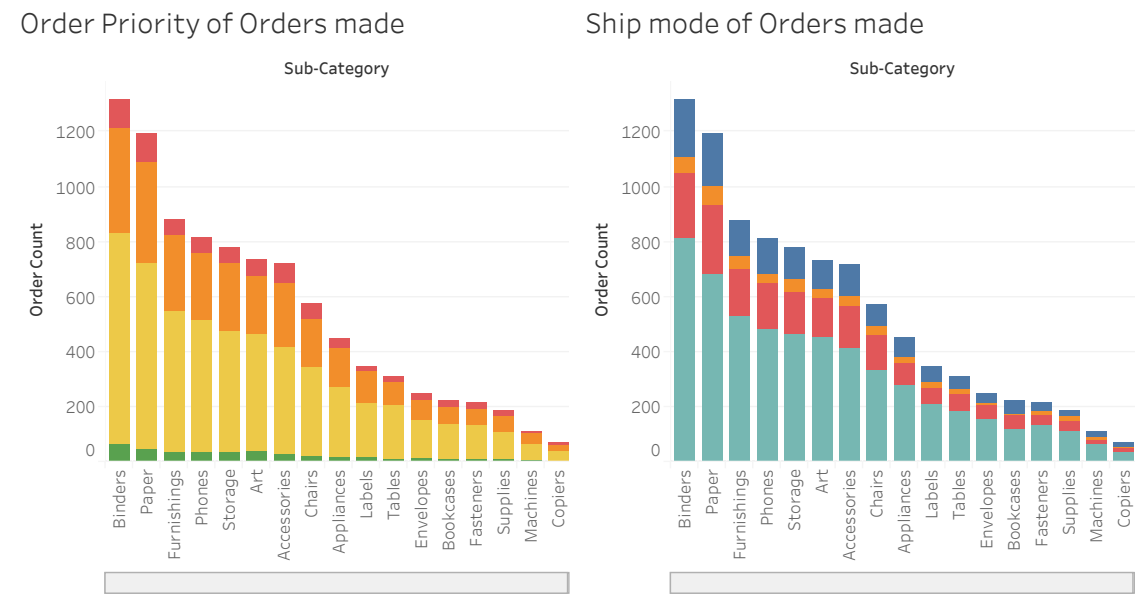
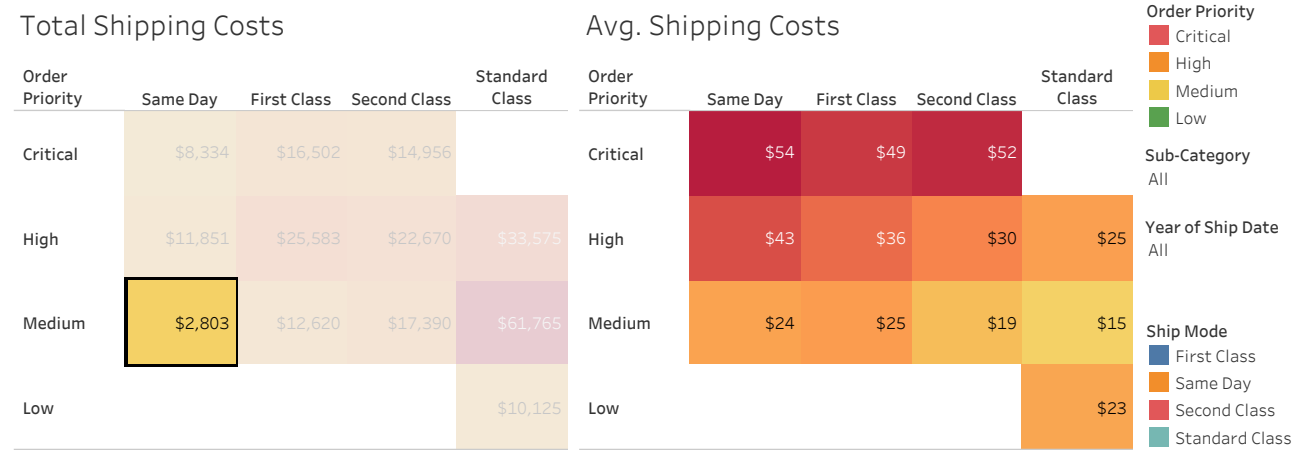
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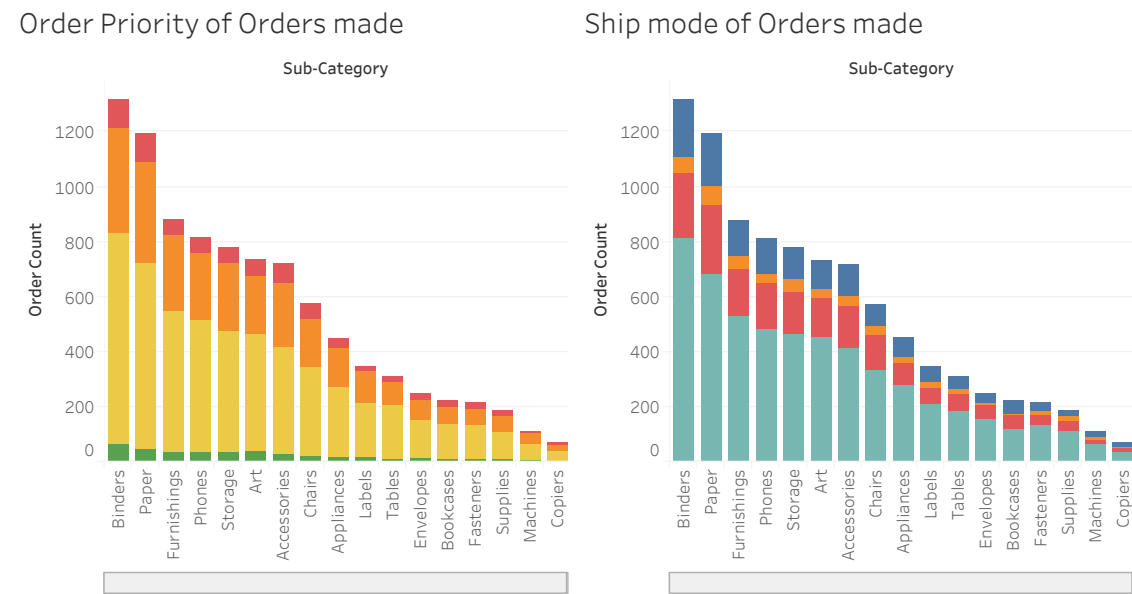
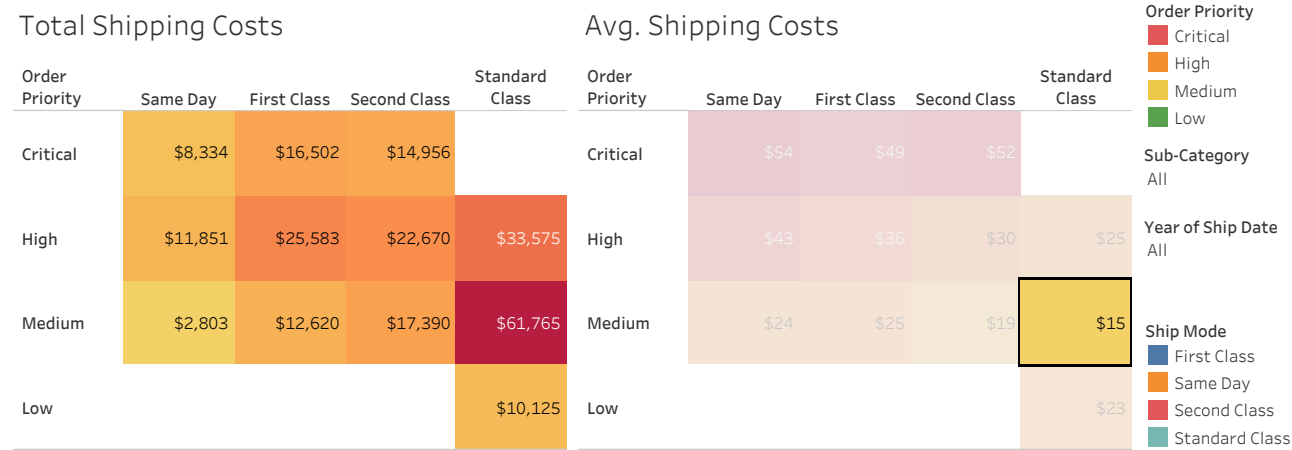
Coursework

Most orders have Medium priority, followed by High priority. Few orders have Low and Critical priority.	Orders of Medium Priority that were shipped using Standard Class has the highest shipping cost.	Orders of Medium priority that were shipped on the same day has the lowest shipping cost.	Orders of Medium Priority that were shipped using Standard Class has the lowest average shipping cost.	Low priority orders only use Standard Class shipping, but the average shipping cost is higher than Medium priority orders using the same ship mode.
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Coursework

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Total Shipping Costs

Order Priority	Same Day	First Class	Second Class	Standard Class
Critical	\$8,334	\$16,502	\$14,956	
High	\$11,851	\$25,583	\$22,670	\$33,575
Medium	\$2,803	\$12,620	\$17,390	\$61,765
Low				\$10,125

Avg. Shipping Costs

Order Priority	Same Day	First Class	Second Class	Standard Class
Critical	\$54	\$49	\$52	
High	\$43	\$36	\$30	\$25
Medium	\$24	\$25	\$19	\$15
Low				\$23

- Order Priority
- Critical

High

Medium

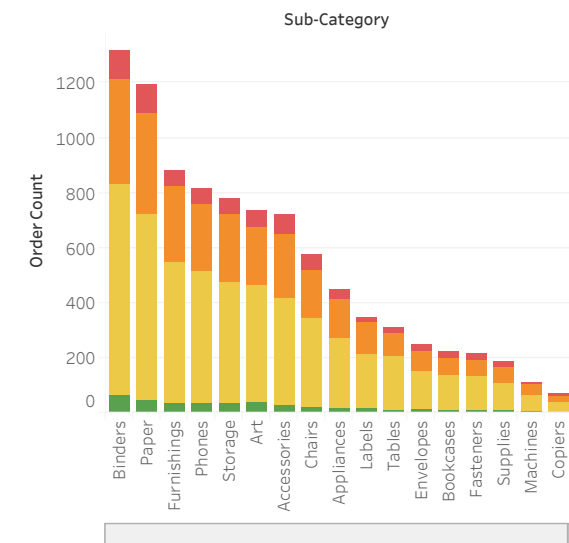
Low
- Sub-Category
- All
- Year of Ship Date
- All
- Ship Mode
- First Class

Same Day

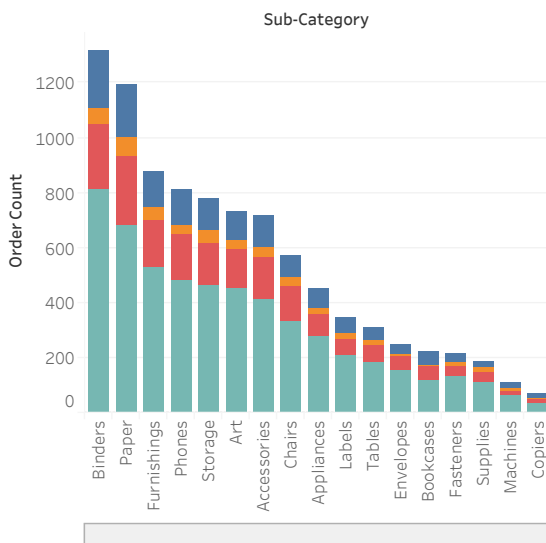
Second Class

Standard Class

Order Priority of Orders made



Ship mode of Orders made



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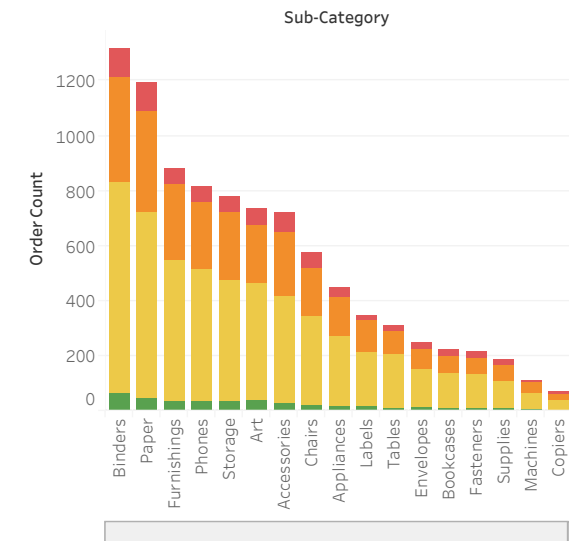
Low
- Sub-Category
- All
- Year of Ship Date
- All
- Ship Mode
- First Class

Same Day

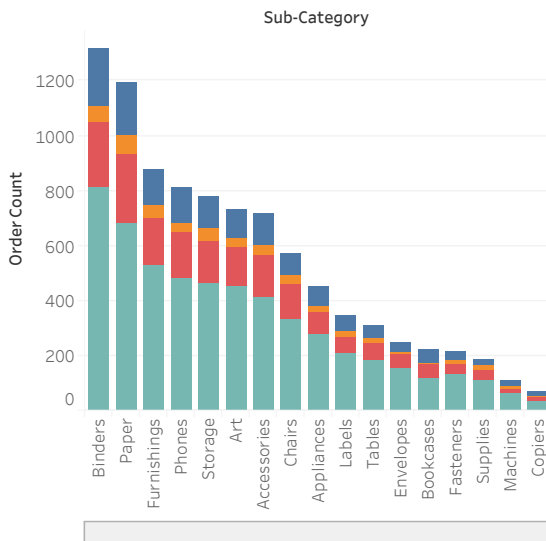
Second Class

Standard Class

Order Priority of Orders made



Ship mode of Orders made



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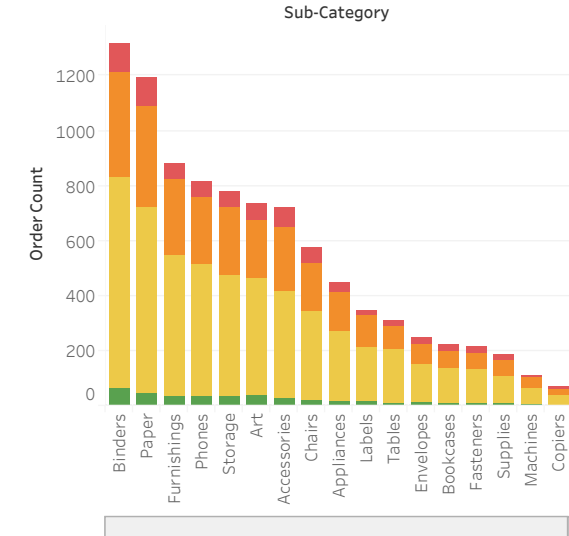
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- Sub-Category
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- Year of Ship Date
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Order Priority of Orders made



Ship mode of Orders made

