
The original dataset contained a total of 59 columns. During the data cleaning process, we carefully selected and retained only the most relevant columns required for the analysis. The following table provides a concise description of each of these selected fields.

Field Name	Description
Score_Card_Date	The date when the sales performance scorecard was generated.
Job Number	Unique identifier for each job or installation request.
Job Request Description	Description of the job request type or task to be performed.
Customer_Tenure	Duration (in months) the customer has been with the company.
Sales Channel	The channel through which the sale was made (e.g., E-Commerce, Direct-Field).
Customer_Type	Indicates whether the customer is Residential or Small Business.
Product	Type of product or service being sold (e.g., Control Tier 3, Burglar Alarm).
Order Type	Specifies if the sale is a new sale, upgrade, or other order types.
Site_City	The city where the installation or service was performed.
Site_State	The state where the installation or service was performed.
Site_Zip	ZIP code for the installation or service location.
Region	The geographical region managing the sale or installation.
District	The operational district overseeing the sale or installation.
Town	A more localized area or town name for the service site.
Branch	Specific branch handling the sale or service request.
Job_Create_Date	The date the job or installation was created in the system.
Change_Reason	Reason for changes to the job or installation request (e.g., New Sales).
Install_Revenue	Revenue generated from the installation.
Install_RMR	Recurring Monthly Revenue (RMR) from the installation or service.