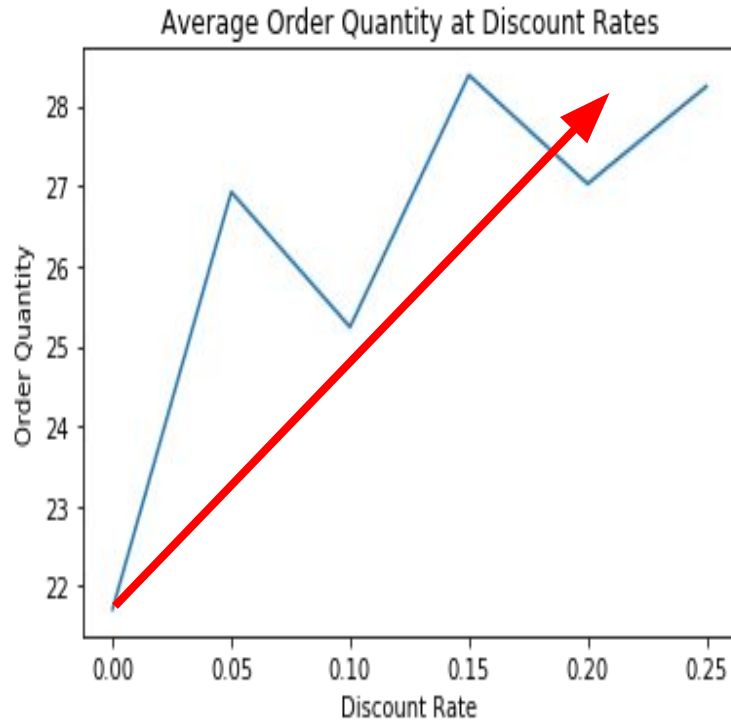


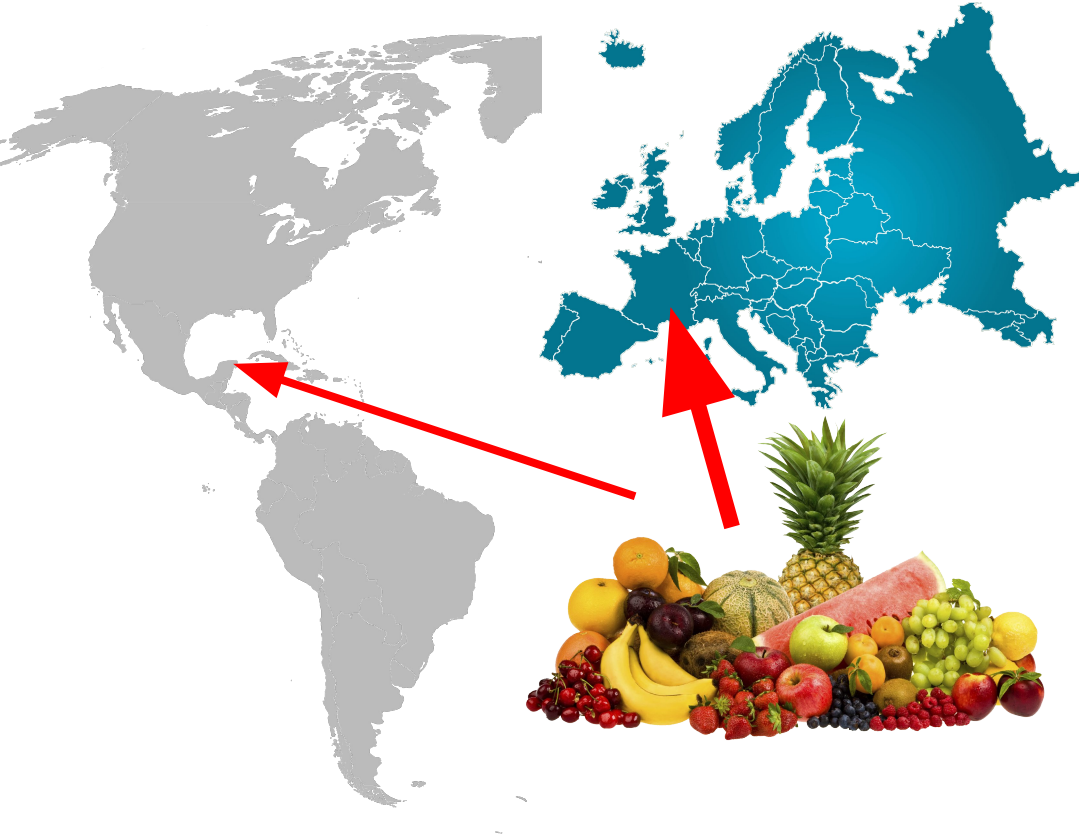
Northwind Traders Database

Project 2

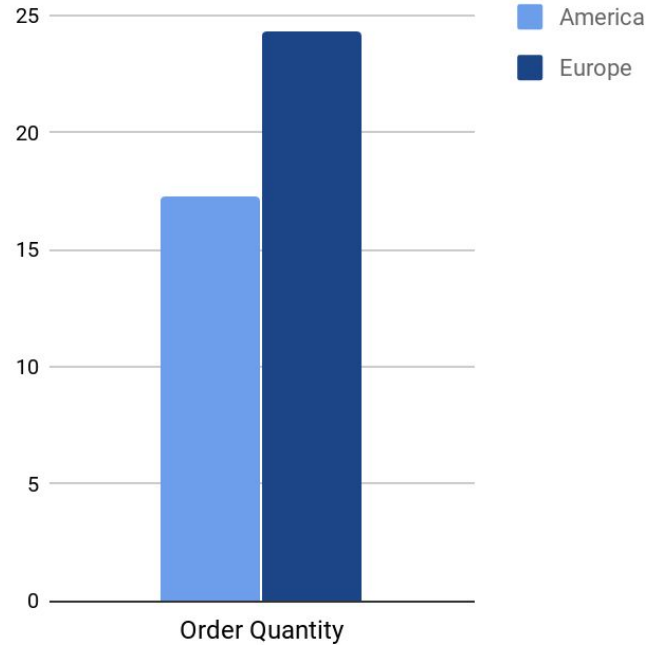
Effect of Discounts



Sales: America vs. Europe

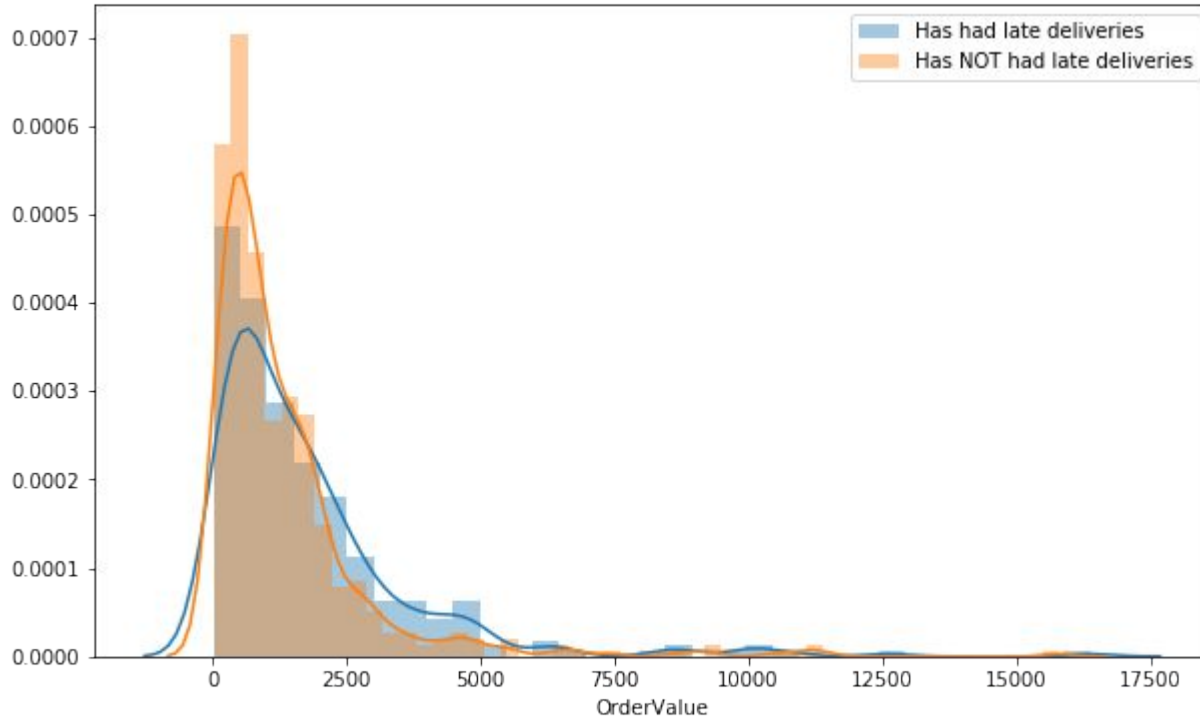


PRODUCE
Mean Order Quantity



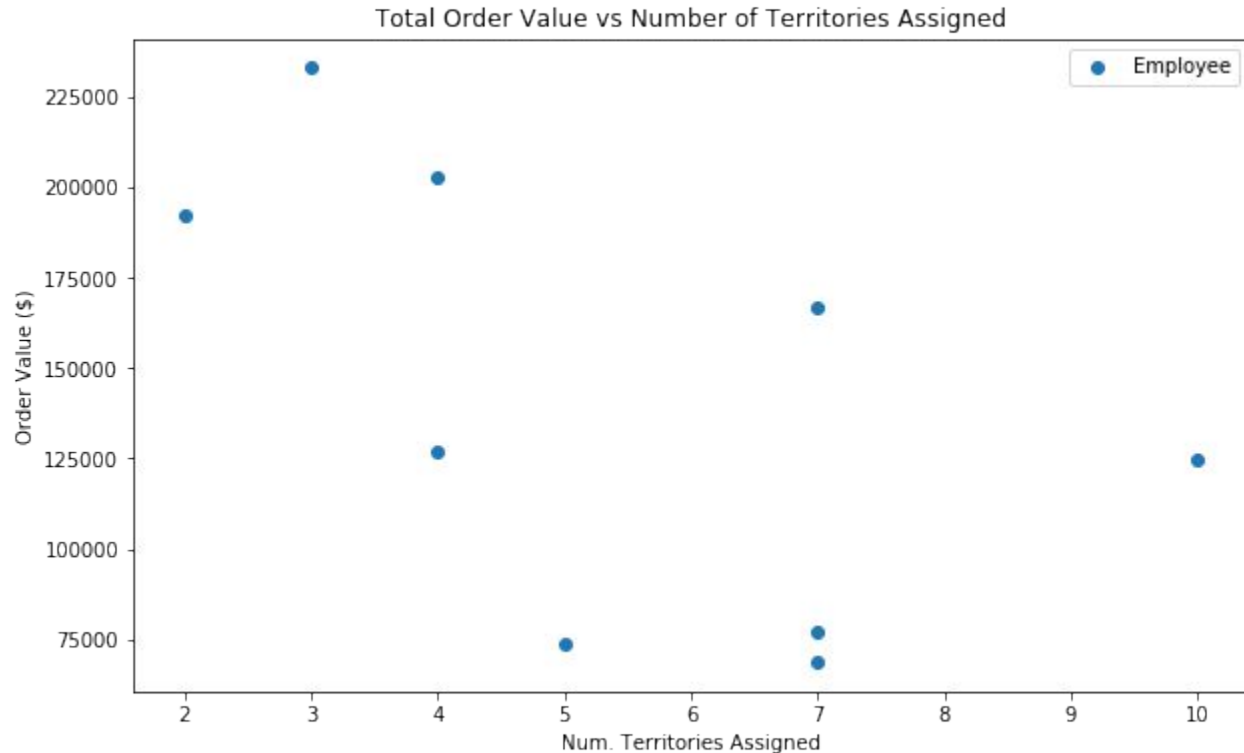
Do late deliveries effect Customer's ordering?

Statistically distinct groups but further analysis of cause and effect needed



Does Number of Territories for each employee affect their sales figures?

No clear correlation



Future Work:

Devil is in the Discounts (and the details)

- By Customer
- By Product
- By Region



Future Work

Sell that Produce!

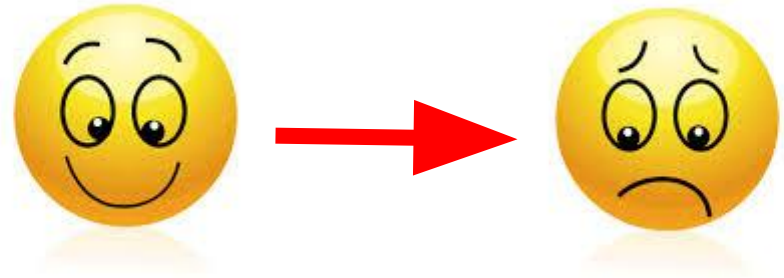
- Produce Sells better in Europe
 - Why?
 - How can we improve American sales?



Future Work

Late Orders:

- Before/After ordering patterns
- Types of orders that are more likely to be late?



Future Work

Distribution of Territories - How to carve up the map?

New employee metrics

