**Practical 01**

**Sales dataset**

A research company wants to study the factors that could affect the monthly sales income of a sales representative. The company has collected information from 250 sales representatives. The description of data collected is as follows.

1. Age Age of a sales representative in years (Quantitative - Ratio Scale)

2. Gender Gender of a sales representative (Qualitative - Nominal Scale)

3. Experience Sales representatives’ experience in years (Quantitative - Ratio Scale)

4. Edu Quali. Highest Educational Qualification of a sales representative (HEQ) (Qualitative - Ordinal)

1- GCE (O/L), 2- GCE (A/L)

5. Coverage Sales area of a sales representative (in) (Quantitive - Ratio Scale)

6. Site Sales site of the employee (1 - Rural, 2 - Urban) (Qualitative - Nominal Scale)

7. Sales Income Sales Income of a representative per month in Rupees (Quantitative - Ratio Scale)