



UNIFIED MENTOR PROJECTS

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Project 1

AMAZON SALES

Introduction



- In the Amazon Sales Analysis project, I explored a dataset comprising various sales metrics and order details. The dataset included information such as regions, countries, item types, sales channels, order dates, shipping dates, units sold, pricing, and profitability.

- This analysis provided a comprehensive view of sales performance, highlighting profitable products and regions, and offering insights into how order timing and prioritization impact sales outcomes.

Outcome

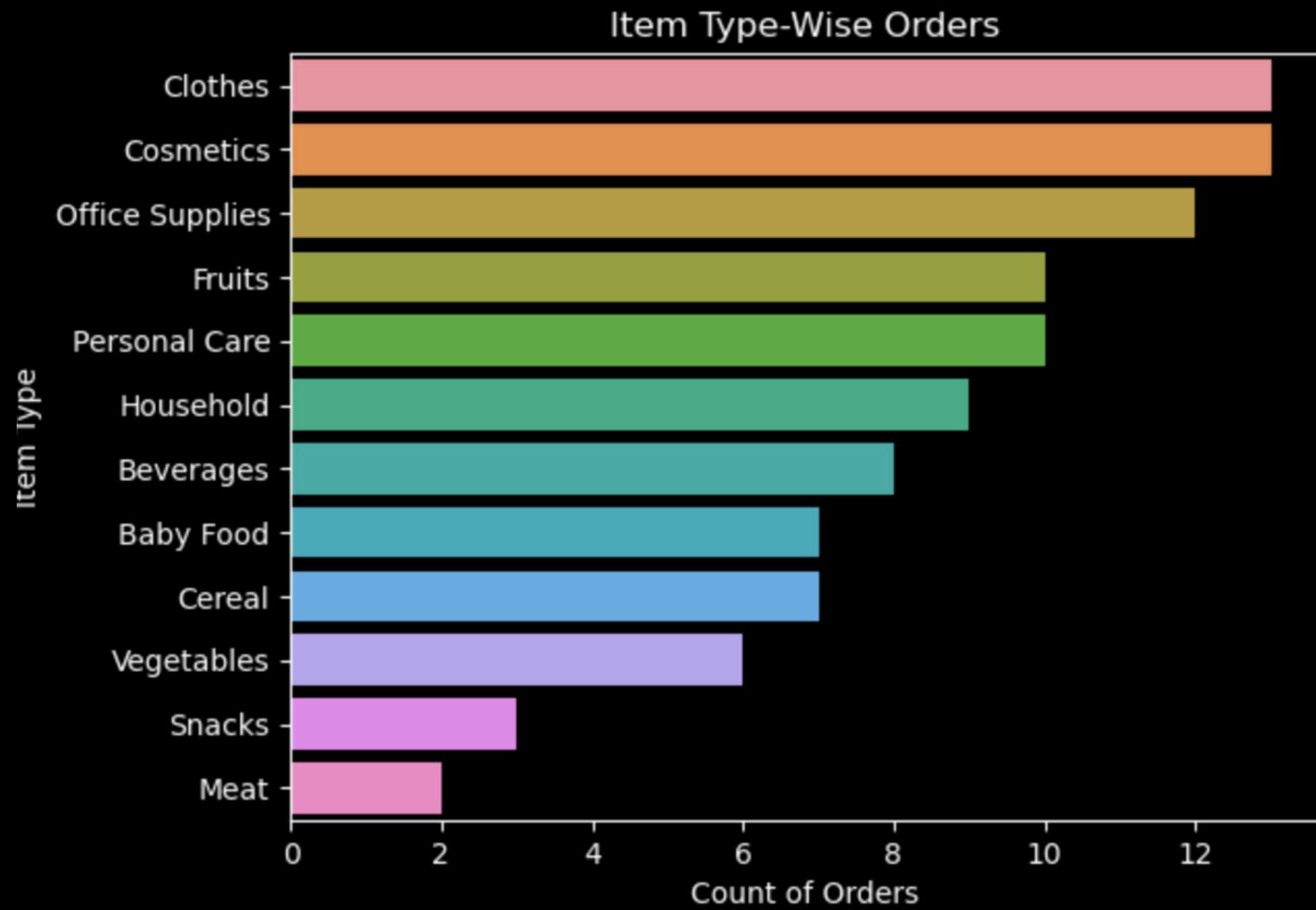


Region-Wise Orders



- We have the most number of orders from the Sub-Saharan Africa Region followed by Europe.

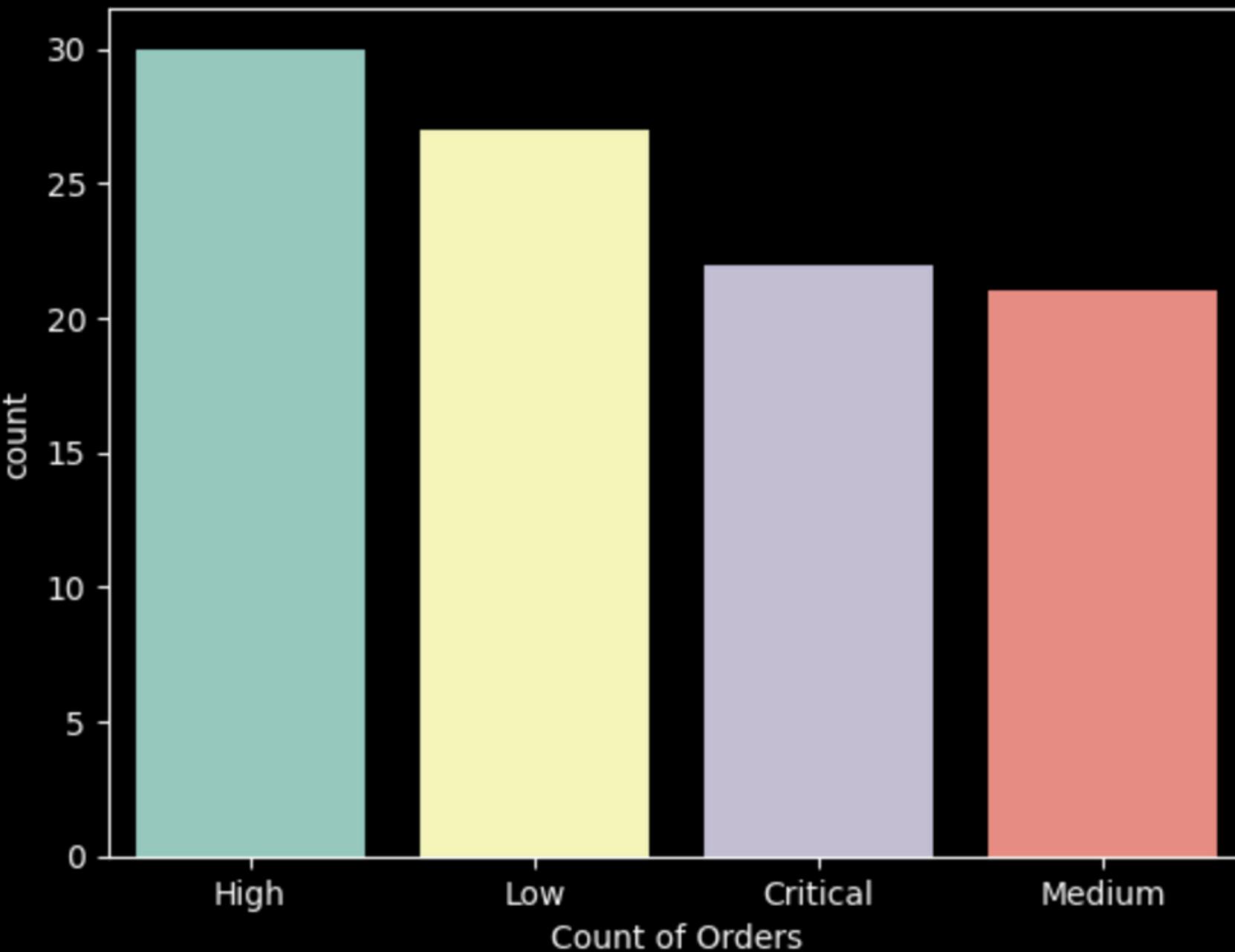
Item Type-wise Orders



- We have the most number of Clothes and cosmetics orders followed by office supplies

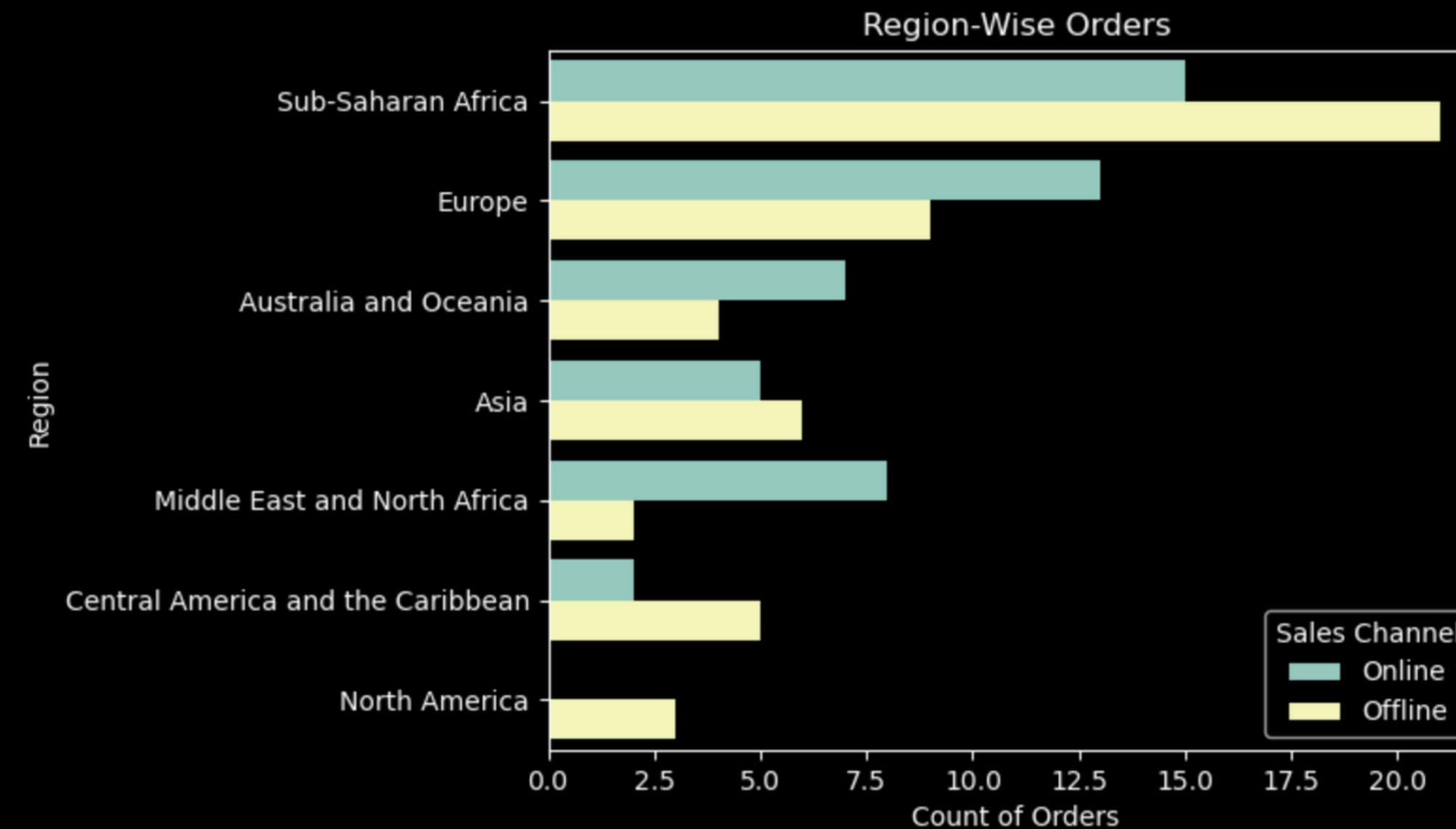
Distribution of Orders

Priority



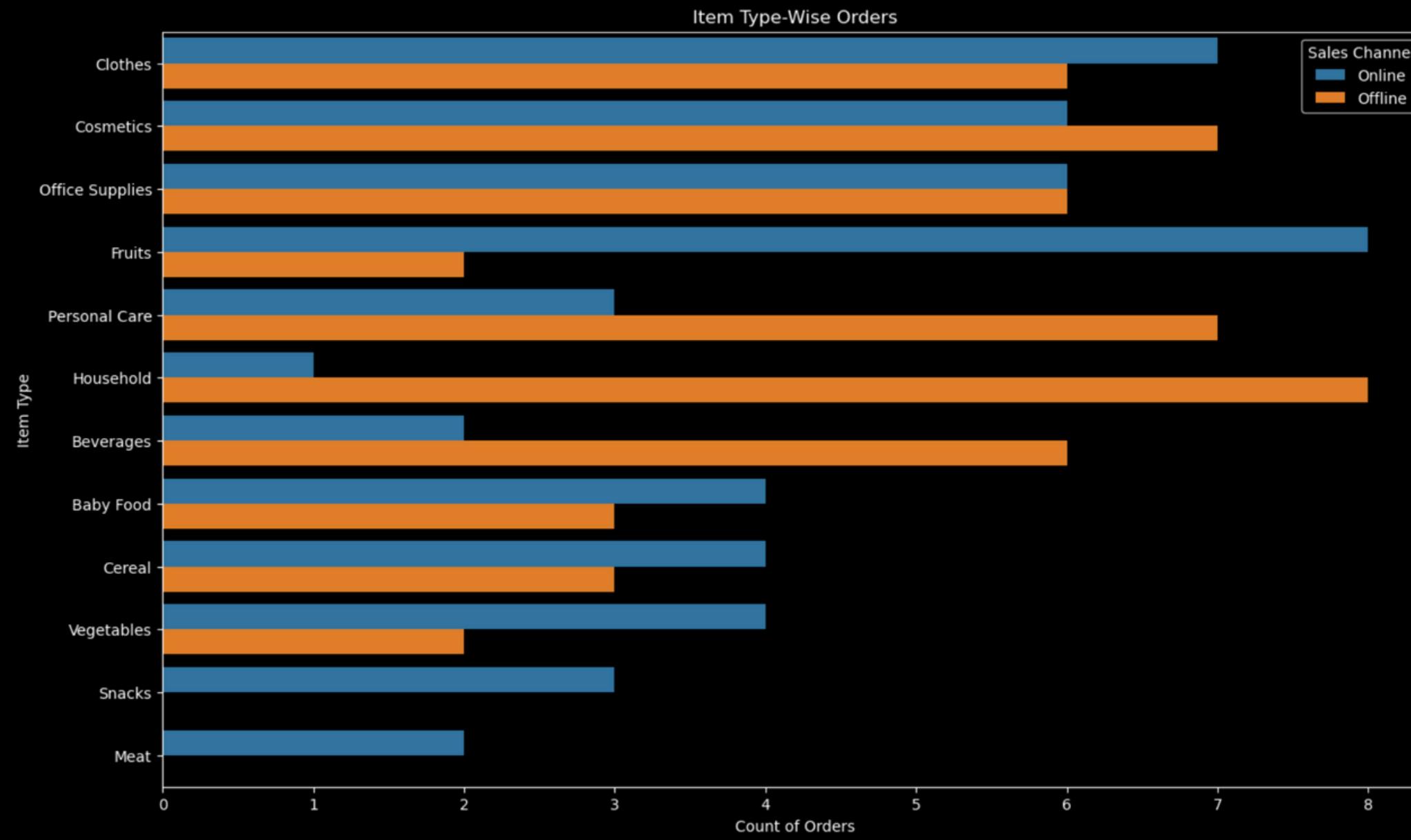
- Almost 1/3rd of the orders are of high priority. Every 1 out of 5 order has a critical priority.

Region-Wise Orders



- In the sub-Saharan Africa region, most orders are through offline sales channels and it has the most online orders as well amongst all other regions.
- In North America, there are no online orders.
- In the Middle East and North Africa Region, offline orders are the least.

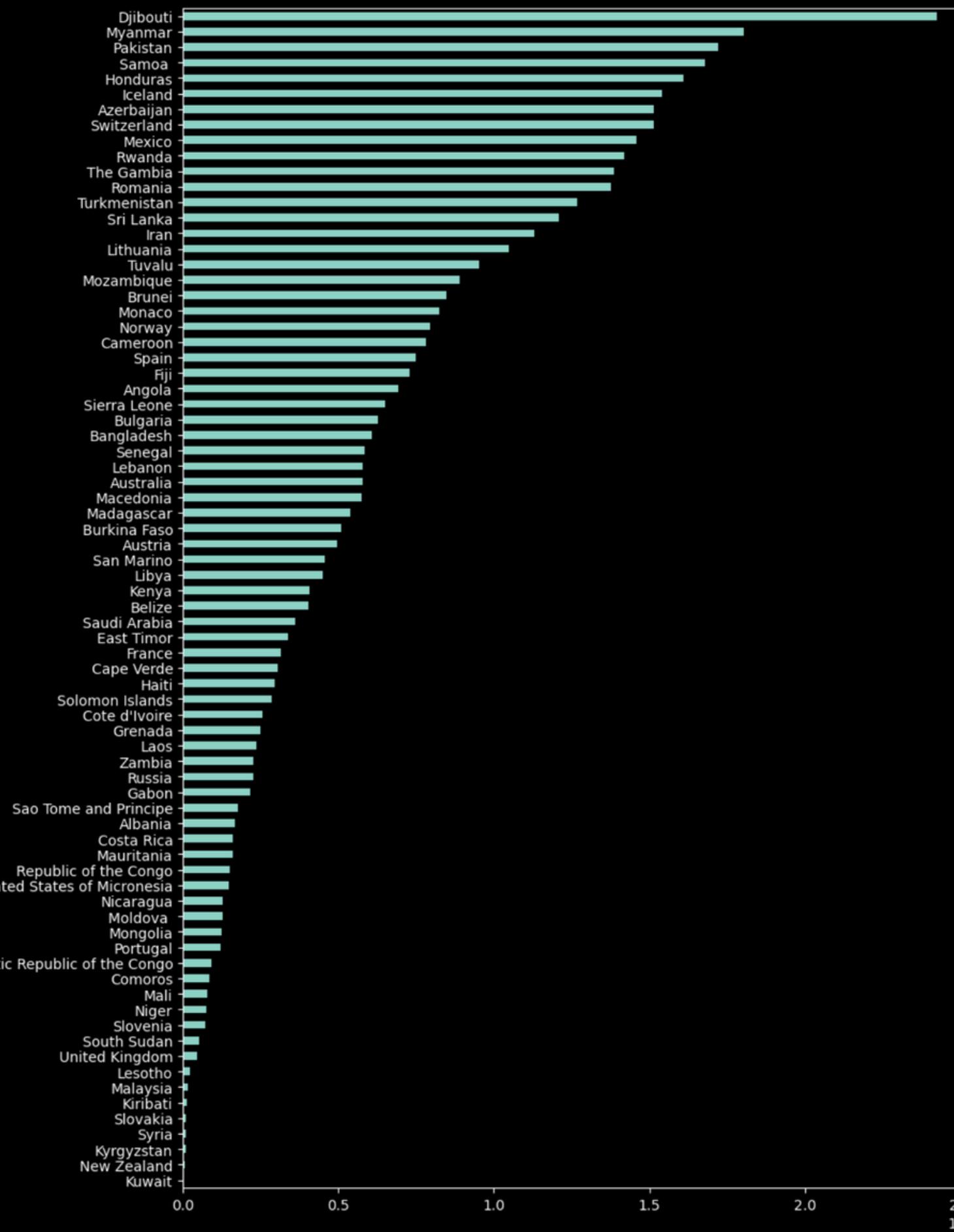
Item Type-Wise Orders



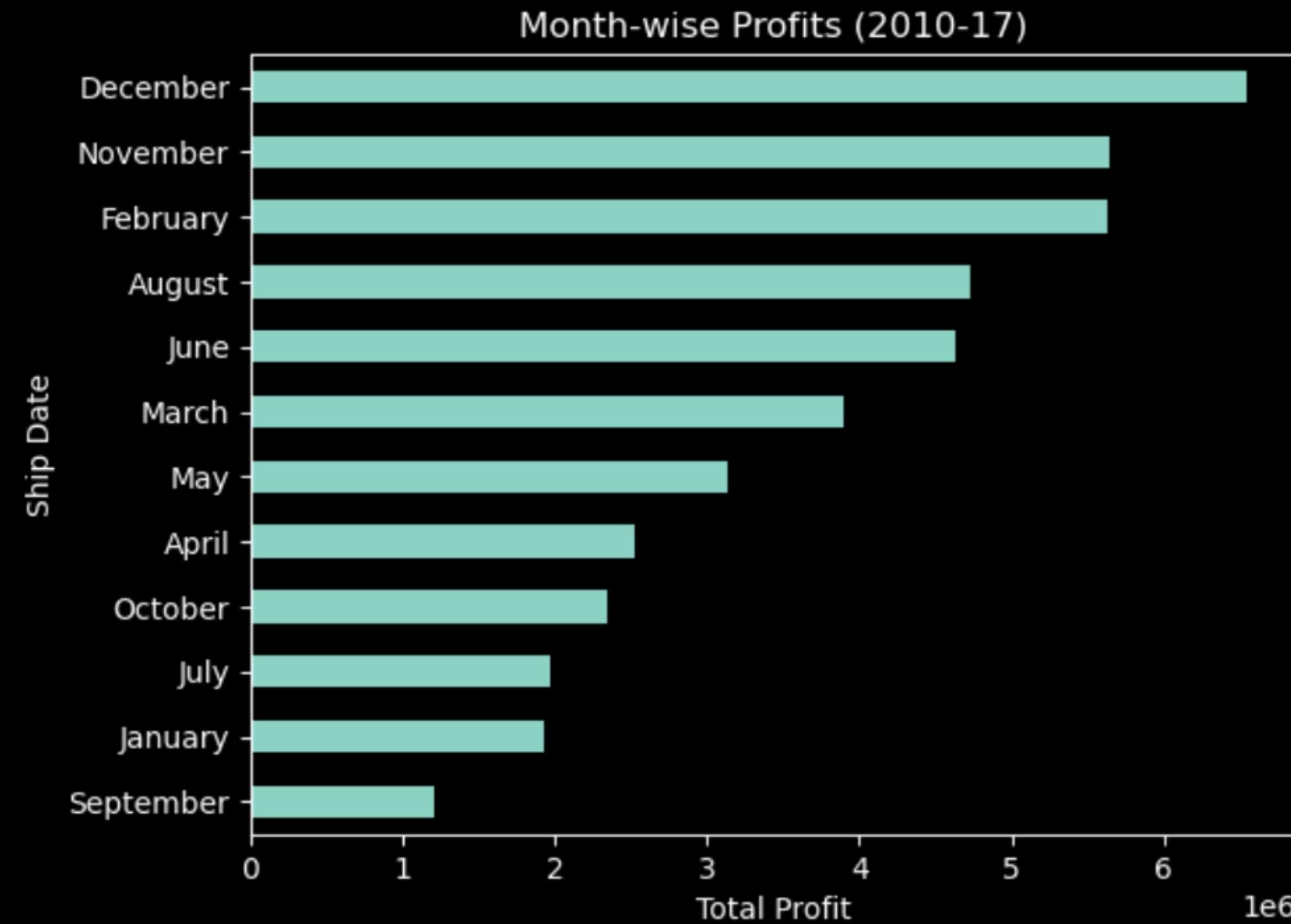
- The most sold item through online sales channels is fruit followed by Clothes.
- Most sold items through offline sales channels is household products followed by cosmetics and personal care products.
- The least sold items online are household products.
- There are zero sales of Snacks and meat through offline channels.

Country Wise Profits

- The highest profit is coming from the country Djibouti which is in the Sub-Saharan African Region.
- The least profits are from countries like Kuwait, New Zealand, Kyrgyzstan, Syria, Slovakia, and Kiribati.

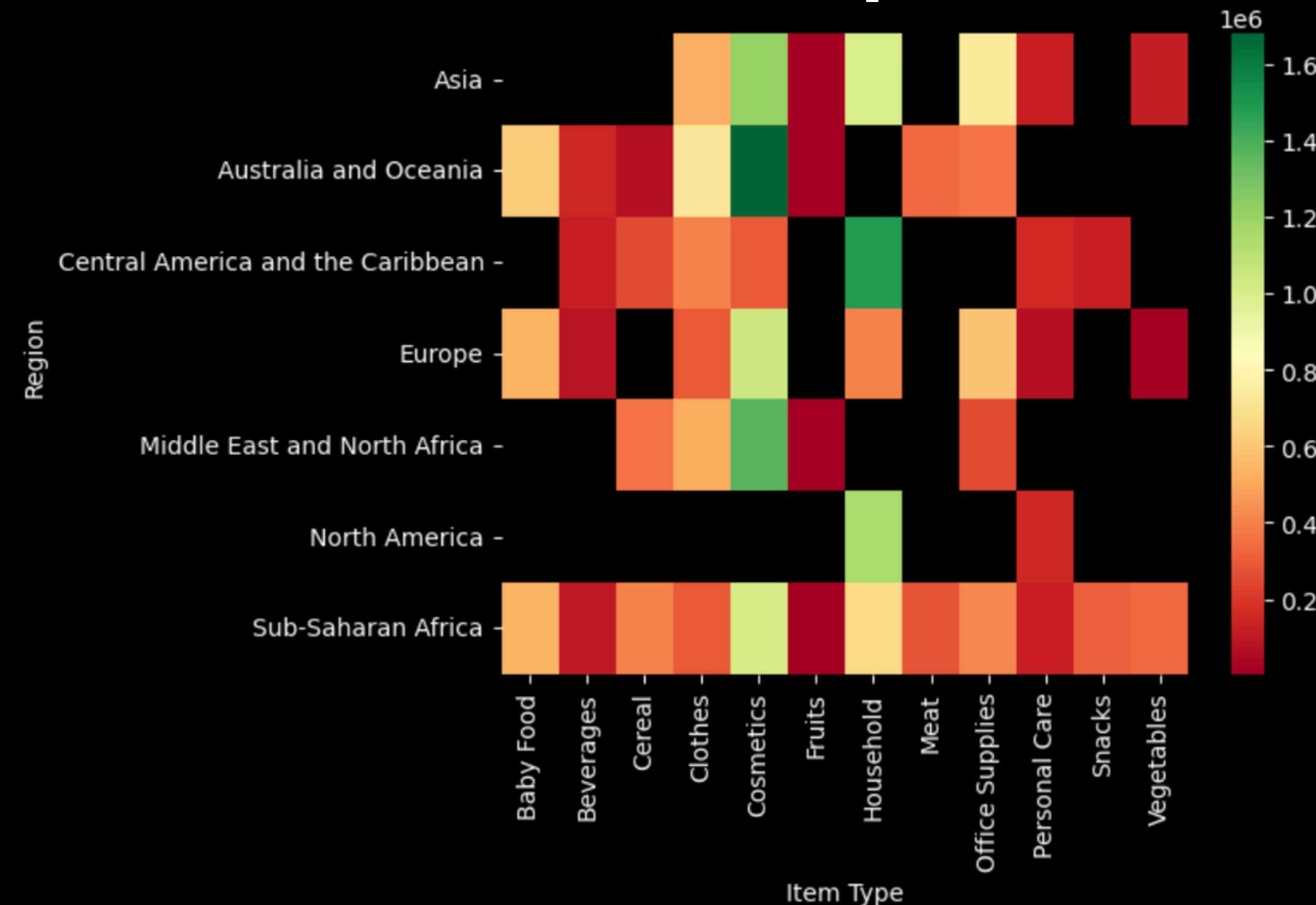


Month-wise Profits



- After summing up the profits for all the years month-wise, December is at the top with the highest profits of more than 6 million followed by November and February.
- Least is in the month of September

Region-Wise Item Type Heatmap



- The most profitable item type is Cosmetics with consistent profit in all regions with highest in Australia.
- Second-most profitable item is Household products with the highest profit coming from Central America and the Caribbean Region.
- Fruits, Personal care products, and beverages are the least profit-making items.

Project 2

FOREIGN DIRECT INVESTMENT

Introduction



- The FDI Analysis focused on examining the trends and patterns in Foreign Direct Investment in various sectors of the Indian economy from 2000-01 to 2016-17. The dataset detailed annual FDI inflows into multiple sectors over this period.

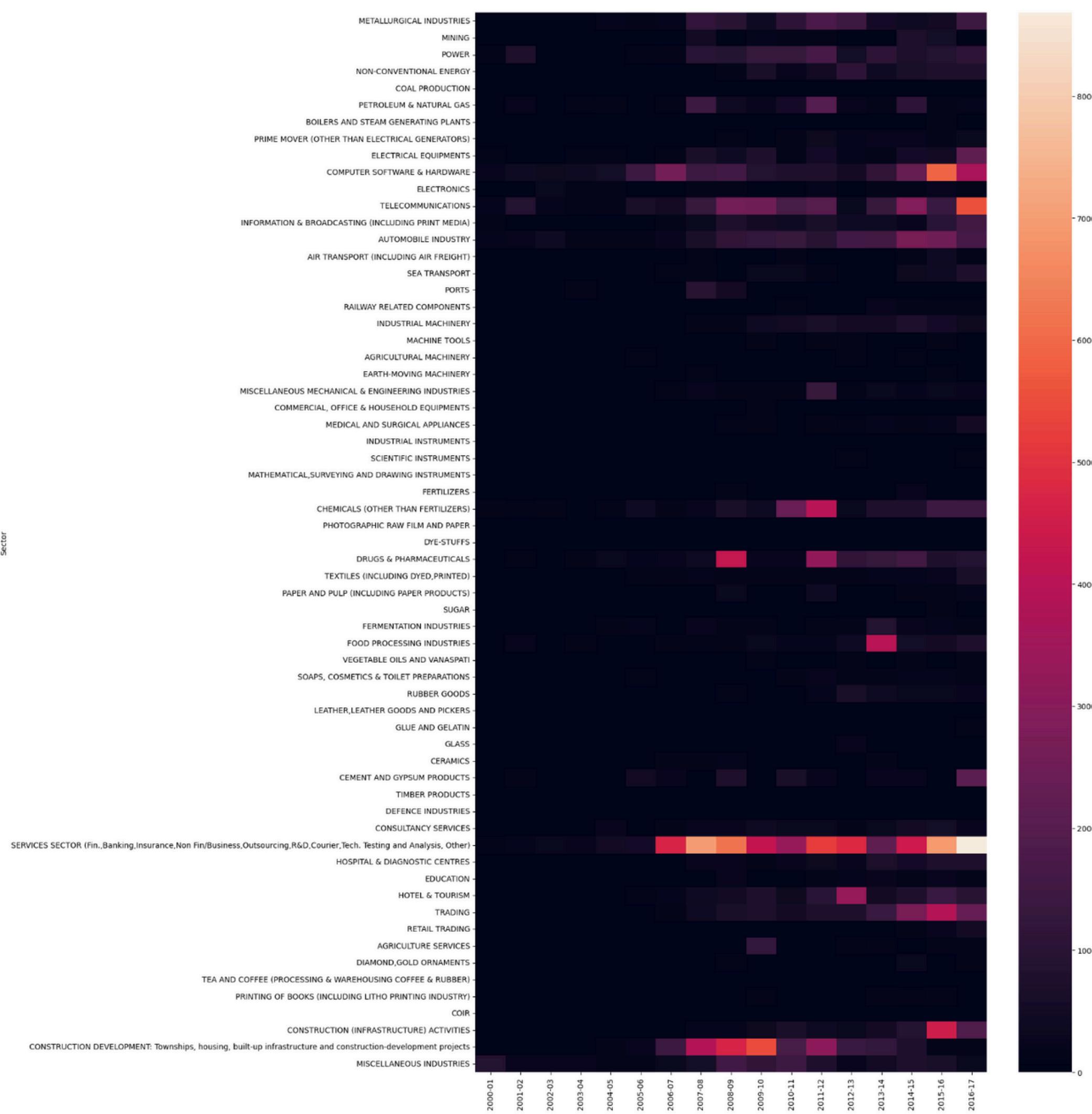
- This analysis highlighted sector-specific trends and shifts in FDI, offering valuable insights into the economic landscape and investment patterns in India.

Outcome



Top Sectors for each year based on FDI

- For 2000-01 -> Miscellaneous Industries
 - For 2001-02 -> Telecommunications
 - For 2002-03 -> Automobile Industry
 - For 2003-04 -> Computer Software & Hardware
 - For 2004-05 -> Computer Software & Hardware
 - For 2005-06 -> Computer Software & Hardware
 - For 2006-07 -> Services Sector
 - For 2007-08 -> Services Sector
 - For 2008-09 -> Services Sector
 - For 2009-10 -> Construction Development
 - For 2010-11 -> Services Sector
 - For 2011-12 -> Services Sector
 - For 2012-13 -> Services Sector
 - For 2013-14 -> Food Processing Industries
 - For 2014-15 -> Services Sector
 - For 2015-16 -> Services Sector
 - For 2016-17 -> Services Sector
-
- In 2001-02, Telecommunications was a healthy sector receiving the highest FDI.
 - In 2002-03, it was the Automobile Industry leading among all sectors.
 - From 2003 to 2006, we saw a good foreign direct investment in the Computer Software and Hardware sector.
 - 2006 - 2017 was dominated by the Services sector in terms of FDI except for just two financial years (2009-10 & 2013-14)



- The Highest FDI growth can be seen in the Services sector which was in the year 2016-17.
 - There is a consistent significant growth in FDI in the Services sector from 2005 to 2017.
 - In 2016-17, In terms of FDI, Telecommunications was the second-highest sector after Services.
 - There was a rise in FDI in the construction sector till 2009-10 but then we can see a huge fall in FDI in this sector since then.
 - Drugs & Pharmaceuticals and Chemicals (other than fertilizers) sectors also saw good FDI in the year 2008-09 to 2011-12 but then a fall in FDI was seen for these sectors.
 - Rest all sectors did not show significant changes in terms of FDI.

Project 3

FIFA WORLD CUP

Introduction



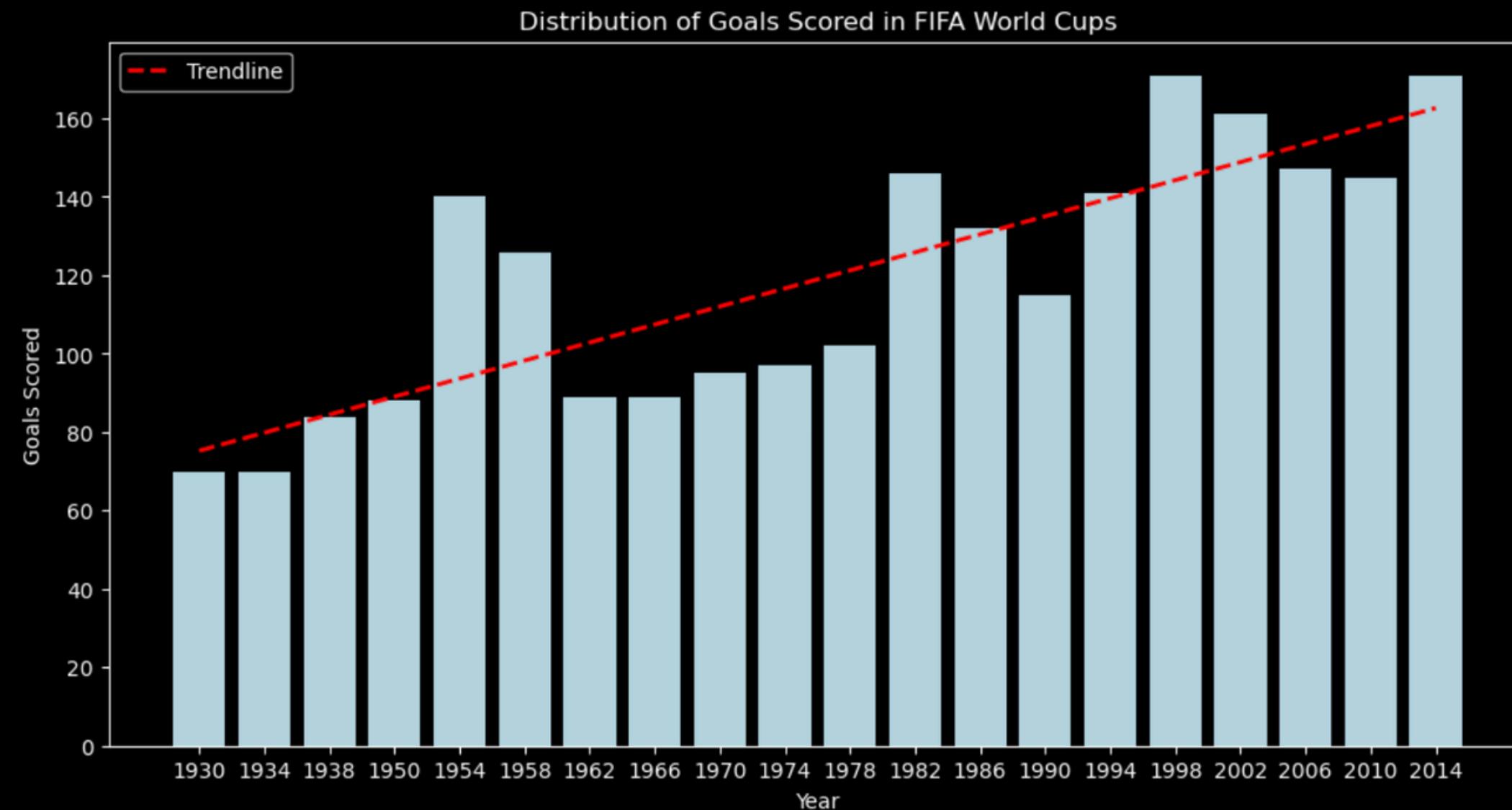
- The FIFA World Cup Analysis involved a deep dive into the historical data of FIFA World Cup tournaments, examining trends and patterns from 1930 to 2014.

- This analysis provided a comprehensive view of the historical trends and patterns in FIFA World Cup tournaments, shedding light on team performances, player participation, and scoring dynamics.

Outcome

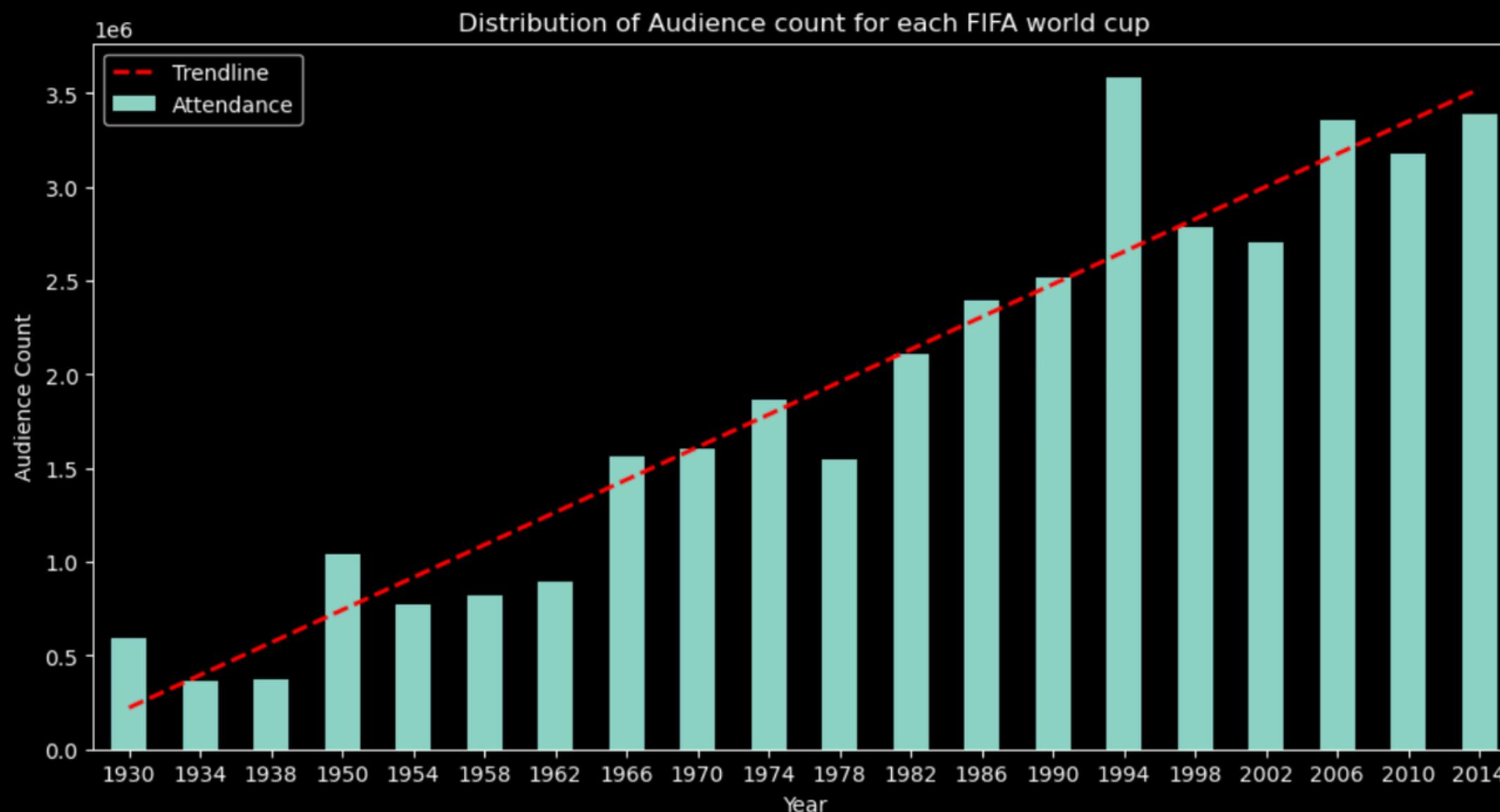


Total Goals Scored in Each FIFA



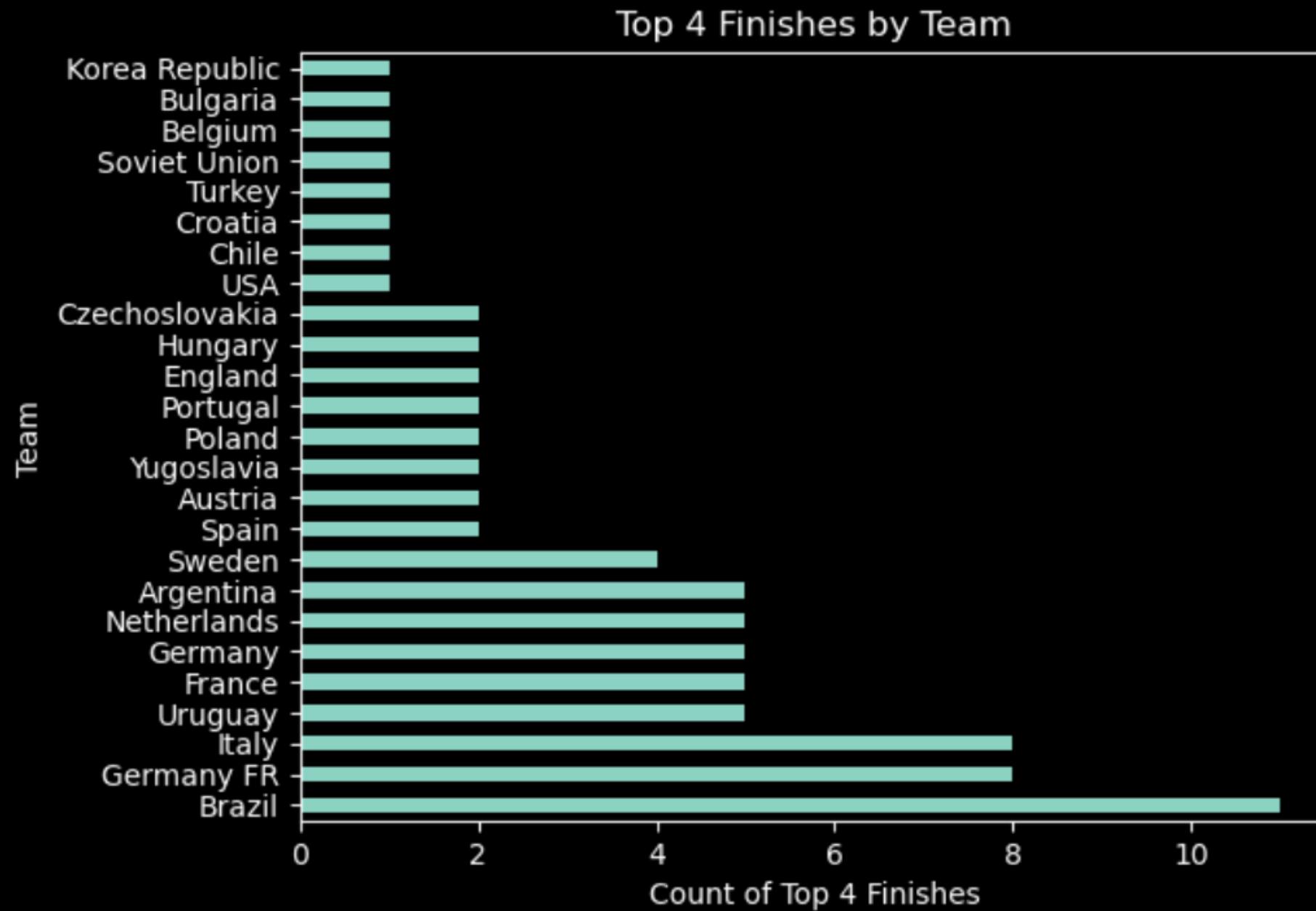
- There is an upward trend in the total number of goals scored in the FIFA World Cup year-on-year
- The highest number of goals i.e. 171 were seen in 1998 FIFA and 2014 FIFA

Total Attendance Count



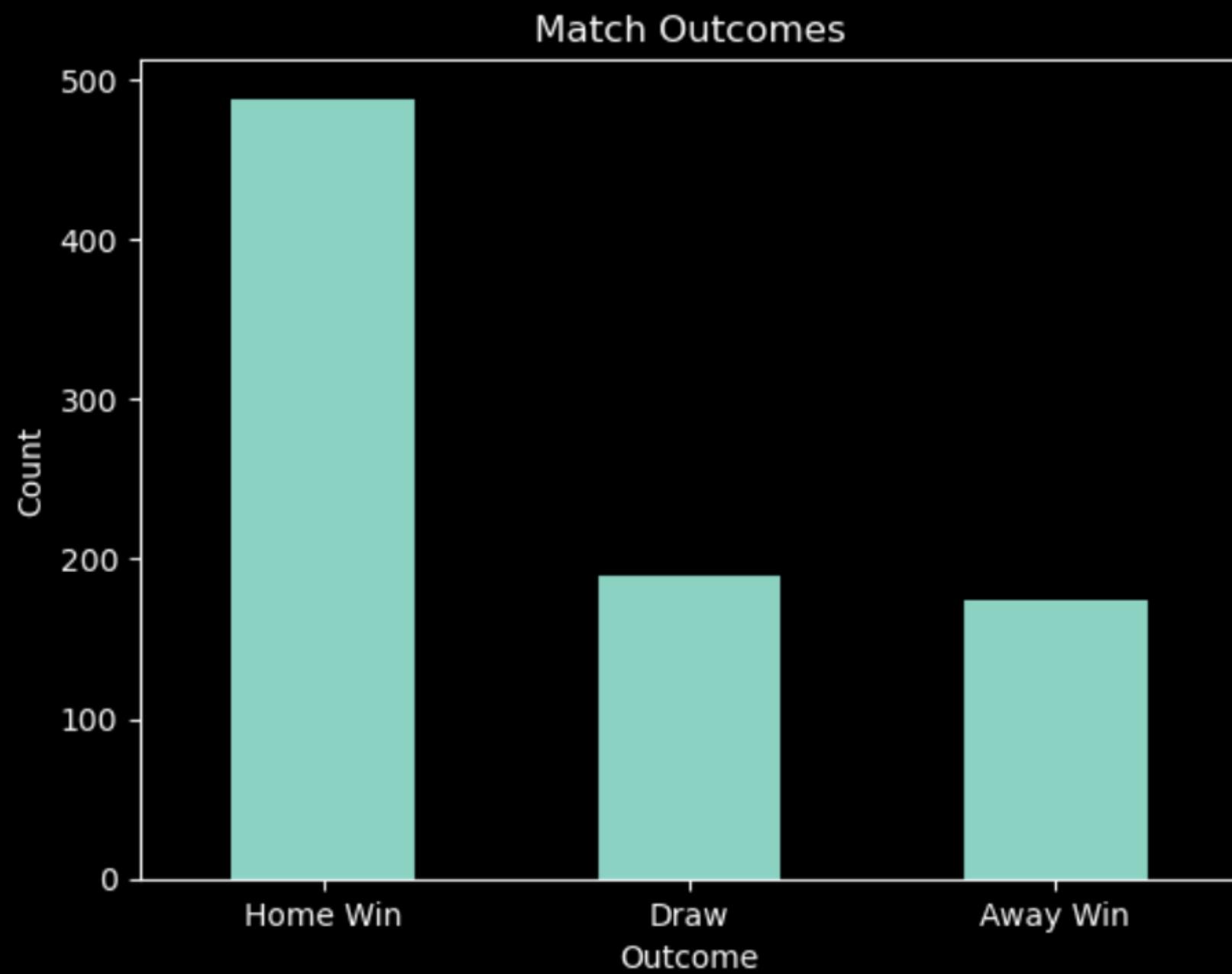
- There is an upward trend in audiences coming to watch FIFA World Cup matches year-on-year.
- In 1994, the FIFA World Cup saw the highest participation of fans i.e. more than 3.5 million attendance.

Teams Reaching Top 4 in World Cup



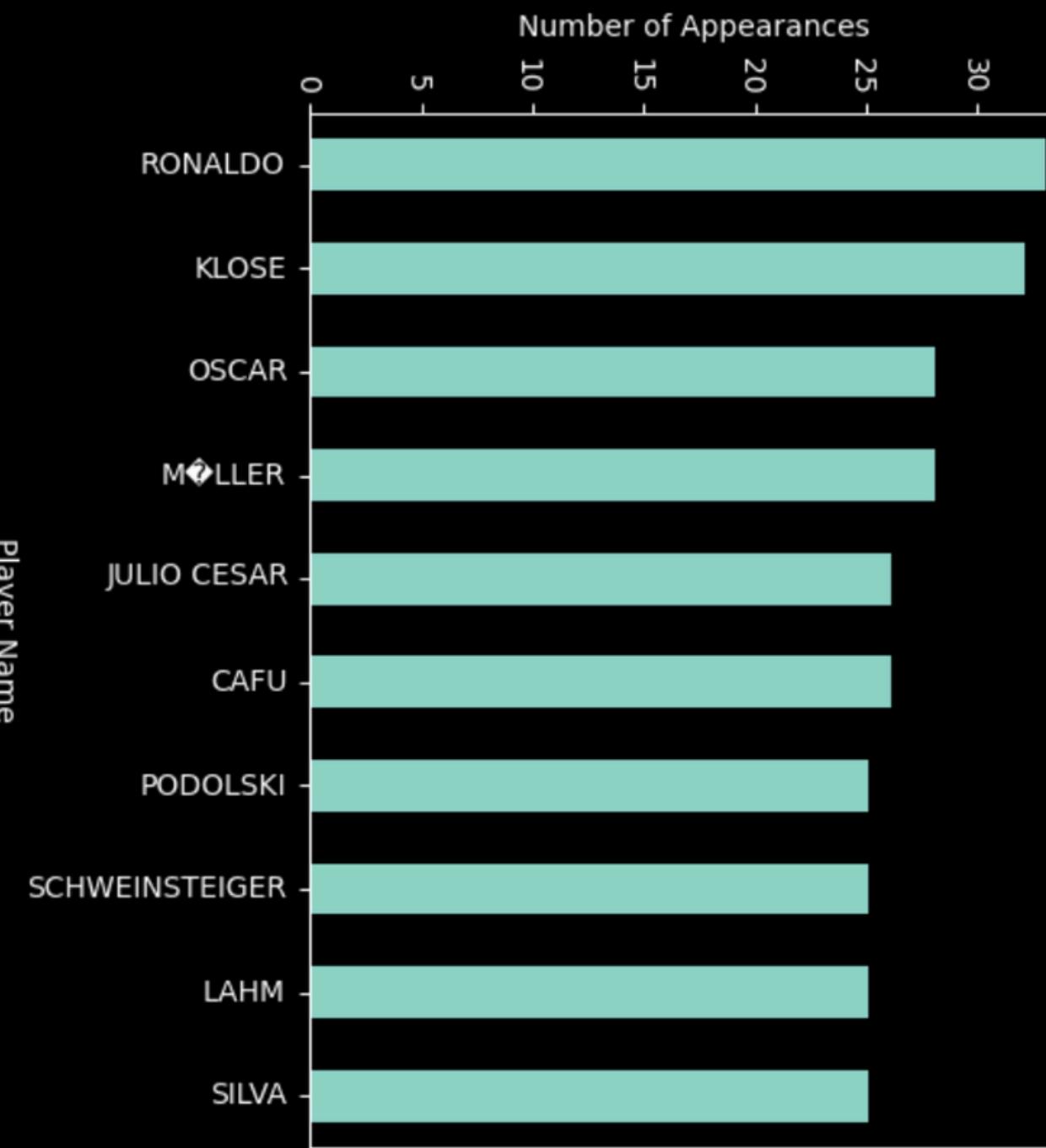
- It is clear from the above analysis:
 - Brazil has been in the top 4 in the FIFA World Cup the most number of times, i.e. 11 times, followed by Germany and Italy from 1930 to 2014.

Match Outcomes



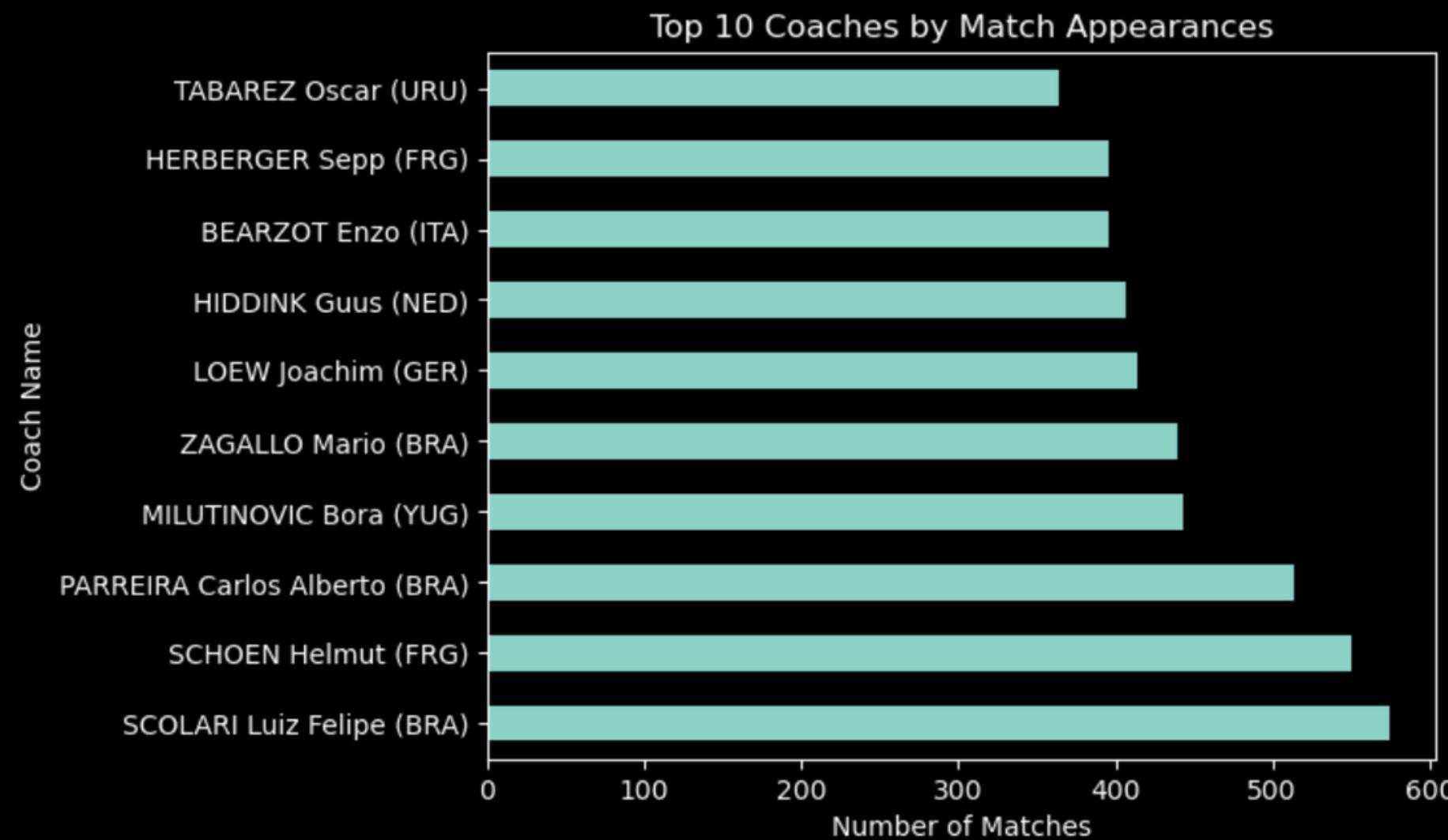
- It's evident that teams are most likely to win when they are playing in their own country as 'Home Team'

Top 10 Players by Match appearances



- Most match appearances in FIFAs are of Ronaldinho followed by Klose.

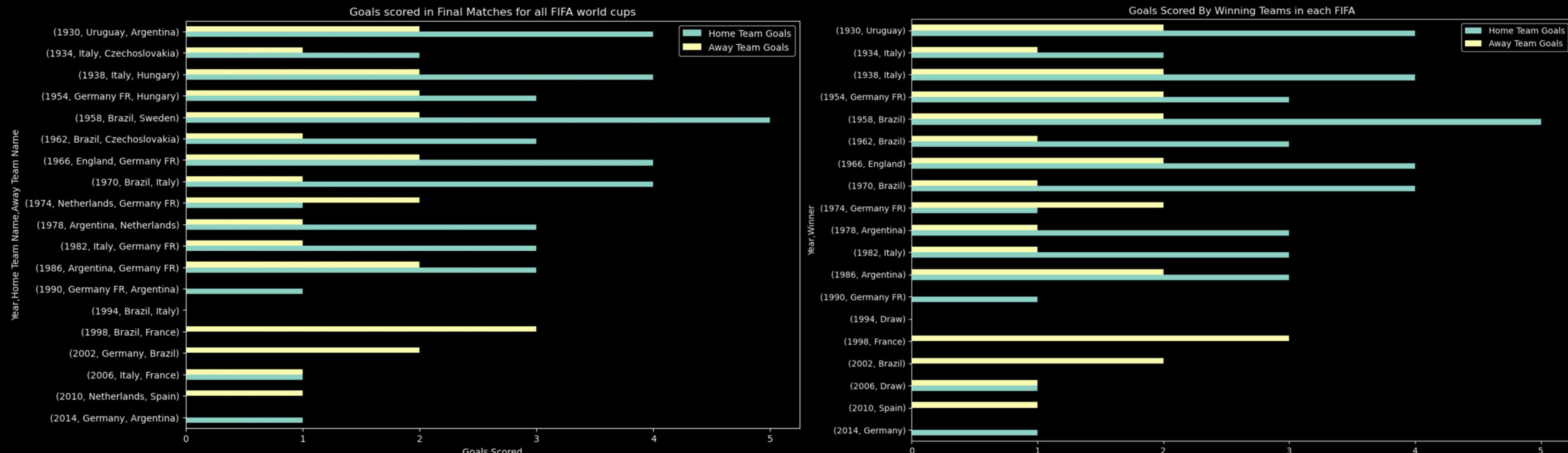
Top 10 Coaches by Match Appearances



- Solari Luiz Felipe (Brazil's Coach) has appeared the most in all FIFA matches in total followed by Schoen Heimut from Federal Republic of Germany.

Finals

Winner of Finals



- Till 1990 there were no draws in FIFA finals.
- The 1994 World Cup Final was a draw, Brazil won in a penalty shootout.
- The 2006 World Cup final was a draw.
- Most goals in FIFA history in finals were scored by Brazil i.e. 5 goals to win the match.
- Most Final wins by Brazil.

SUMMARY

Project 1: Amazon Sales Analysis

- Product Pricing and Profitability: Analyzed unit prices and total profit margins across different product types and sales channels.
- Sales by Region and Country: Identified key regions and countries driving the highest sales volumes.
- Order Prioritization and Timing: Examined the impact of order priority and timing (order and ship dates) on overall sales and profit outcomes.
- Revenue vs. Cost: Evaluated the relationship between total revenue and total cost to understand the profitability of different sales channels.

Project 2: Foreign Direct Investment (FDI) Analysis in India

- Dominance of the Services Sector: The Services sector showed a consistent and significant growth in FDI, particularly dominating from 2006 to 2017, with a peak in 2016-17.
- Telecommunications Sector: Experienced high FDI inflows, ranking as the top sector in 2001-02 and maintaining strong performance, especially noted in 2016-17 as the second-highest sector after Services.
- Software and Hardware Sector: Attracted substantial FDI from 2003 to 2006, reflecting the growth of the tech industry in India.
- Construction Sector: Witnessed a rise in FDI until 2009-10, followed by a notable decline.
- Pharmaceuticals and Chemicals: These sectors saw increased FDI from 2008-09 to 2011-12, after which there was a decrease.

Project 3: FIFA World Cup Analysis

- Brazil has been the most dominant team, consistently reaching the top 4 the most number of times. Germany and Italy also frequently performed well.
- Teams tend to perform better when playing at home, and most goals are scored in the second half of matches.
- Turkey and Hungary have the highest average goals per match when playing at home.
- Brazilian players and coaches have the most appearances in World Cup history, with Ronaldo and Klose having the highest individual match appearances.

THANK YOU!

Thank you for exploring my internship projects on Amazon Sales Analysis, FDI Trends in India, and FIFA World Cup Analysis. Your interest in these diverse topics and feedback are incredibly valuable as we delve into product sales, economic investment patterns, and the rich history of the World Cup. We appreciate your engagement and insights!

For more details, to view the codebase of the project, please visit this [GitHub repository](#) (<https://github.com/parashardevesh/Unified-Internship>).

UNIFIED MENTOR

