**Dataset Description:**

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| **Column Name** | **Comment** |
| 1. Shop ID | A unique shop id for every shop |
| 1. Location Id | A unique location id for every location |
| 1. Region Id | A unique region id for every region |
| 1. Location Name | Name of the Shop |
| 1. City | City where the shop resides |
| 1. State | State where the shop resides |
| 1. Tier | Tier where the city belongs to |
| 1. Brand | Brand of the car |
| 1. Overall Score | Overall percentage of all factors from 10-20 |
| 1. First Impression | Score for first impressions |
| 1. Showroom Ambience | Score for Showroom ambience |
| 1. Display Vehicles | Score for display vehicle available |
| 1. Showroom Facility | Score for Showroom Facility available |
| 1. Meet & Greet | Score for Meet and Greet Etiquettes |
| 1. CA Grooming | Score for the CA Grooming skills |
| 1. CA Selling Skills | Score for the CA selling Skills |
| 1. Need Analysis | Score for Knowing the Need of the customer |
| 1. Product Knowledge | Score for Product Knowledge of CA |
| 1. Test Drive | Score for test drive taken by the customer |
| 1. Follw up | Score for Follow up taken by the |